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SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleansers,
Deodorants, Polishes and Allied Products.

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MARCH
1930

SOAP

The Editor's Page

Volume Five
Number Seven

While Congress Debates

IN the midst of the scramble and squabbles of tariff revision in Washington which have now been going on for well over a year, we hear with greater frequency the fervent prayer of business men in all parts of the country that Congress might throw the whole tariff question in the lake and go back to playing golf. With the pot being constantly stirred up by Congress, business is undoubtedly having a hard time making up its mind to settle down. Although Congress may be against government interference in American business, it is disturbing matters perhaps to a much greater extent than it may realize by the prolonged delay in definitely rejecting or passing a tariff bill. As long as things continue as at present, industry is inclined to wait and see what happens, and waiting industry does not make for good business.

Unfair Damage!

OUT in Chicago, midst a blare of trumpets and great publicity, they have apparently attempted to indict about everybody indictable for conspiracy to violate the Volstead Act. Reports state that before the thing is finished, some two thousand firms and individuals will be named in the roster of wholesale indictments. Among others, there are already listed houses in the soap, disinfectant, insecticide, essential oil and allied trades. Companies of high character and known the country over are included.

Although papers have not been served in many of the reported indictments, and those supposedly indicted do not know what it is all about, the unfavorable publicity which they have received has been countrywide. There is no question but that this publicity is likely to damage the business organizations named. Just or unjust, true or untrue, the implication in having one's name linked with law violation is not calculated to increase the confidence of those with whom business is done.

If these wholesale indictments are not a political smoke-screen of some kind, then they

certainly give that appearance. We really doubt that any number of the cases will ever come to trial. If they do, years will be required to try them. We hazard a guess that the publicity in connection with the indictments was more desired by somebody than the indictments themselves. The whole thing has all the earmarks of a political gesture. But, even though nothing come of it, legitimate business houses have had their names held up in public coupled with the unsavory mess. It is without question unfair, particularly where the opportunity to prove innocence may never be presented, or may be postponed for several years by the very character of the proceedings. We are inclined, after looking into the matter both in New York and Chicago rather carefully, not to take the indictments too seriously. We believe that the attendant publicity is the worst feature of the whole thing, and that it should not be permitted to damage unfairly the good names of legitimate business houses.

Soap in the Schools

THE City of New York is reported to be considering rather seriously the installation of soap, towels, and dispensing equipment in the schools of the city. The health division of the Board of Education has recommended to the Board that such installation be made as part of its health program. It is understood that the installation and maintenance of a soap and towel supply system will involve an expenditure of about a million dollars per year. A definite plan is now being formulated by the Board of Superintendents and based on this, it is believed that subsequent recommendations will be made to the Board of Education in favor of a free supply of soap and paper towels.

Irrespective of the type of soap, towels, and dispensing equipment which will be used, this is a step forward which should be received with gratification by the soap industry. The fact that the largest city in the country appears willing to spend a million dollars per year to encourage cleanliness, and to make cleanliness

Insecticide and Disinfectant Review Begins on Page 91

actually possible in its schools, should have a very marked psychological effect throughout the country. It should help to encourage those cities which do not supply free soap to their school children, to follow this lead. It should give added momentum to the movement for soap in all schools. It is something to which the industry should give wide publicity in every way possible.

New York is not one of the first cities to look with favor on a supply of free soap for school children. In fact, it is far behind many other cities who have been supplying this soap for some years. Nevertheless, there are still many other cities which do not supply soap to their school children, and it is to be hoped that the example of New York may have its influence upon them, even though this city be a laggard in this matter of free soap.

A Technical Question

A QUESTION on production yields has been put to us with the suggestion that an open discussion of it might bring out some interesting points in practical soap plant practice. For practical purposes, states our correspondent, it has been generally assumed that one hundred pounds of mixed fats give about 150 pounds of settled soap including the soap left in the nigre figured with the same moisture content as the settled soap. Although this be true when straight fat is used, when a mixture of fat and rosin is saponified, the yield does not come up to this ratio. Others tell us that the yield of 150 pounds of soap from 100 of fat is even very conservative, and that rosin soaps (sodium abietate) will not take up and hold the amount of water which can be held by the sodium salts of stearic, palmitic and oleic acids.

What is your view? What should be the yield in practical soap plant practice for straight fat, and varying mixtures with rosin? What should be the moisture content of a finished laundry soap? We want to precipitate a frank and open discussion of these questions from the practical angle and secure a consensus of opinions. Let us have your opinion. Your name will be held strictly confidential.

Indicating that if the tariff bill is not rewritten exactly as they want it, that they want the whole matter killed at this session of Congress, the farm organizations as a body have served a rather threatening ultimatum on Congress. It quite clearly implies that if Congress does not do as the farm interests want, then the farmers are going to remember this when election time comes. No compromise. Do as

we want or do nothing! Rather a high handed attitude for any group, even one as powerful as the farm interests. The farmers are big in Congress, but we do not believe that they are this big. We do not believe that anybody would weep bitter tears if the whole tariff question were abandoned at this time. Nevertheless, the idea of abandoning it because of threats is not altogether agreeable.

Palmolive in Mexico

ON the grounds that the company does not exist legally in Mexico because it is not registered to do business as a foreign corporation under the Mexican law, the Supreme Court of Mexico has denied the right of Palmolive to sue a counterfeiter of its soap and its label in that country. The soap is a very close counterfeit of Palmolive, being named *Palmayolive* and being packaged to imitate the American soap in all details.

That this denial of the right of Palmolive to protect its own interests in Mexico is a dangerous precedent, cannot be denied. It could be extended to most every type of foreign commodity sold in Mexico. Irrespective of the other merits of the case, the mere refusal to give to a foreigner the right to protect his interests, no matter what they may be, in a court of law, is not worthy of any government of a civilized country in the year 1930.

From the other angle of the case, that of protecting the Mexican public against fraud and counterfeits, we find it difficult to understand the decision of the Mexican Court. The people of Mexico are being defrauded by being sold a soap which is quite obviously not what they would commonly believe it to be. The very character of the product stamps it as a counterfeit. We believe that it should be within the power of the Supreme Court to put an end to fraud against its people. The case calls for strong protests through the American State Department by other manufacturers who may have interests in the Mexican market.

With the passing of W. G. Ungerer, the modern perfuming industry has lost one of its pioneers, a scientist and a leader. He was one of the founders of the modern school of perfuming and was prominent in its growth during the past quarter-century. His loss will be mourned throughout the entire perfuming world.

Exports of Glycerin from the United States for 1929 aggregated 1,373,605 pounds, valued at \$197,986, as against 2,051,937 pounds, with a value of \$259,100 in 1928.

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SOAP PATENTS

Development of American Soap Manufacture Reviewed Through the Records of Patents

PART I

By JOSEPH ROSSMAN



THE origins of modern soap making go far back in history. The remains of a soap making shop were found in the ruins of Pompeii. During the eighth century, soap was being manufactured in Spain and Italy.

Olive oil was used in the twelfth

century in France to make soap. It appears that soap was made in England during the fourteenth century. The early methods used were very crude. Modern soap making really began with the Leblanc process for manufacturing soda from salt.

A large number of U. S. patents have been granted for novel processes of making soap, and really represent an epitome of the progress of the industry. In spite of the fact that soap making is an old art, new improvements are constantly being made. Over fifty patents have been granted during the last ten years for methods of making soap. A few illustrative examples of the detailed processes described in the patents are given here. Abstracts of all the patents will also be given so that the reader may have a survey of all the processes.

Many attempts have been made to produce saponaceous compounds containing more or less mineral oil, such as hydrocarbons of the paraffin series, but in order to obtain a uniform and stable product it was found necessary either to incorporate foreign matter, such as carnaubawax, boric acid, or rosin, with the materials usually employed for the manufacture of soap or to restrict the quantity of hydrocarbons to

about twenty per cent. If a larger quantity of mineral oil is employed, it will separate from the mixture in the shape of globules.

According to patent 683,735, dated October 1, 1901 to Dyson and Gaskell, to produce from petroleum by means of oleic acid an emulsion

soluble in or miscible with water, to one hundred pounds of petroleum at least ten pounds of oleic acid is added, preferably from twenty to twenty-five pounds (according to the nature of the required product), in a jacketed pan while agitating. The mixture is heated to a temperature ranging between 120 deg. and 140 deg. Fahrenheit and there is added gradually caustic potash solution of 40 deg. Baume at the rate of three-fourths of a pound to each pound of oleic acid employed.

A more perfect saponification is produced by diluting this jelly with from twenty to fifty per cent of water, while maintaining the temperature and continuing the agitating, the result being to form a petroleum emulsion which is readily miscible with hot or cold water in any proportions and which can be more easily mixed with soft soaps or other saponaceous compounds than is the case with the petroleum jelly described above.

The temperatures mentioned above have given the best results, although the emulsion can be formed at a temperature of about ten degrees higher or lower than the limit stated. Instead of petroleum, such as kerosene or lamp oil, we may use other mineral oils, which are liquid at the temperature used in the process, whether such oils are derived from the

THIS is the first of a series of articles reviewing the progress of American soap manufacture through interpretation and abstraction of patent records by Joseph Rossman, Examiner in the U. S. Patent Office. Mr. Rossman, who is a chemical engineer and lawyer with long experience in the Patent Office, gives in the first two articles an interpretation of certain groups of soap patents as general examples in their fields, following in later articles with a series of patent abstracts covering soaps and detergents dating back some seventy-five years up to the present time.—The Editors.

distillation of petroleum, tar, bituminous shale, or from other sources. Instead of oleic acid or olein we may use stearic, palmitic, or other similar fatty acids, according to the nature of the product.

The production of a naphtha soap is described in the following language in patent 959,820, dated May 31, 1910, to Vanden Broek: "I procure commercial potash lye, tallow, coconut oil or the equivalent, and a comparatively small quantity of pure soap free from acids, such as good castile soap, or in lieu of this last I may make such pure soap from vegetable oil. I then in the most preferred form of my invention proceed as follows: I take say one hundred grams of the pure soap and dissolve it in one kilogram of water, preferably at a temperature of about 120 deg. Fahrenheit, maintaining this temperature throughout the process. I then mix with this solution while stirring ten grams of ammonia of, say, ninety-six per cent specific gravity, and into this I stir gradually a small constant stream of kerosene and naphtha in equal parts, or of kerosene and naphtha mixed, as aforesaid, preferably using a hollow stirrer through which the stream may be introduced until I have incorporated about one hundred kilograms. The hydrocarbon is preferably passed through a heated coil so it reaches a temperature of about 120 deg. before passing into the soap emulsion. For convenience I will call this my hydrocarbon emulsion. I also take say, thirty kilograms of the tallow and thirty kilograms of the coconut oil and melt the same by heat. I introduce in a stream thirty kilograms of potash lye 36 deg. Baume, maintaining the heat preferably between 120 deg. and 140 deg. To the alkali soap so formed, I now add about ten kilograms of the hydrocarbon emulsion, using a hollow stirrer and sufficient head or pressure so as to conduct the emulsion down into the mass and stir it into it gradually, allowing the mass to cool. Preferably, I employ cooling coils so as to reduce the temperature rapidly and check the evaporation of the hydrocarbon. As the mass cools it breaks up into a lumpy solid mass which is then thereafter preferably ground or further broken up into granulated form. In this granulated form, I box it and ship it."

Another process for making naphtha soap is described in patent No. 499,762, dated June 20, 1893 to Stanton, as follows: "A saponifiable substance or mixture and naphtha are thoroughly mixed. Excellent results have been attained in practice by mixing the following ingredients in the proportions specified hereunder:—naphtha, at 65 deg. gravity, one hundred gallons and a saponifiable substance or mixture comprising pulverized rosin, seven hundred and

fifty pounds; caustic potash dissolved in lime water and reduced to about 60 deg., one hundred pounds; caustic soda in solution at 38 deg. Baume, one hundred pounds. This mixture may be effected by agitation, without which the ingredients would tend to separate by gravity. The mixture is then heated to ebullition in a closed vessel from which the naphtha cannot escape and is subsequently permitted to cool or may be artificially cooled therein, with the result that a sirup or soap-stock thoroughly and permanently impregnated or infused with naphtha, is obtained. This sirup or soap-stock constitutes a soft soap which may be converted into a hard soap by mixing it in the cold state or condition with a solution of caustic-soda at 38 deg. Baume, more or less, and in the proportion of about three parts of sirup to one of the soda solution."

THE ordinary commercial soft soaps, in so far as they are potash soaps, are very soft and, even when artificially dried, again attract moisture from the air, while they are also not stable with respect to temperature. For giving them a suitable consistency, soda lye or soda is added during saponification and a not inconsiderable excess of alkali being provided, whereby however, besides other detrimental attendant phenomena, these soaps are rendered unsuitable for many purposes, such for instance as washing silk and wool, and for medicinal and cosmetic purposes. The use of carbonates is mentioned by all authors as being necessary for soft soaps.

The invention of a recent patent 1,710,799, dated April 30, 1929, to Leffer, has for its object a process for the manufacture of soft soap of any desired consistency, which may be stated to be neutral for all practical purposes and is also stable as regards heat and cold, so that the necessity of employing different formulas in summer and winter is obviated. Such soft soap can be transported in the form of blocks similar to margarine.

The oils and fats or their fatty acids, resins are saponified under pressure without the use of carbonates (potash), it being possible in this process to use oils and fats such as coconut oil and palm kernel oil in large quantities, which are not suitable generally for use in large quantities for this purpose. Processes requiring pressure are mentioned in many cases especially for hard soaps, but have been rejected by the industry as useless and not practical.

In the manufacture of this soap, the setting point must be taken into account and it has been found that in the process according to the invention the setting point may be influenced by

the addition of hydrocarbons, such as benzene, spindle oil, paraffin oil and the like. The setting point of the soap is the point at which the soap becomes solid. If the setting point of the soap is at 70 deg. C. the soap is stable against temperature changes up to 70 deg. C. This addition may be made to the primary material to be saponified or it may be made during the saponification process and be kept within narrow limits, in general not exceeding 2 per cent of the entire mass the effect is the same. A further means for influencing the setting point is the addition of cruciferous plant oil, for instance rape seed oil, colza oil, mustard oil, etc. Experiments have shown, that according to the composition of the primary materials 6 to 15 per cent of the cruciferous plant oil may be added. This addition is made under the same conditions as that of the hydrocarbons.

Example—Coconut oil 11 kg., palm kernel oil 12 kg., rape seed oil 10 kg. (or colza oil, or mustard oil) and the requisite quantity of potash lye. About 62 kg. caustic potash of 16 deg. Be. are treated in an autoclave at a temperature of about 130 deg. C. with an internal pressure of 3 atmospheres. The saponification which proceeds uniformly requires about one hour. According to the pressure employed, the time required may be lengthened or shortened.

An example for the addition of hydrocarbons may be given as follows: coconut oil 10.5 kg., palm kernel oil 10.5 kg., soya bean oil 13.5 kg., white oil (paraffin oil) 1.2 kg. and about 64 kg. potash lye of 13 deg. Be.

ACCORDING to patent 760,018, dated May 17, 1904, to Reiss and Schmatolla, it is known that ointment-soaps possess high dermatological value as vehicles for medical agents in comparison with ordinary ointments, principally on account of their great capacity of reabsorption. It has not been found practicable to manufacture ointment-soaps with which therapeutically valuable medicaments can be incorporated, as sooner or later such soaps decompose, in consequence of which the medicinal effect of the incorporated substances is lost. The cause of this decomposition is the presence of water in the soap causing some hydrolysis and a subsequent action of the liberated alkali on the medicinal substance, and also a liberation of fatty acid. Therefore if water be altogether excluded in the manufacture of soaps of this character it becomes possible to produce such a soap which will not decompose and lose its medicinal properties. Such a water-free soap base can be obtained by any known method of freeing any prepared alkali soap of water, but it has been proven to be materially

more advantageous to form the base and manufacture the complete medicated soap itself in a single operation. It is of course essential that the added medicated substances be retained as such in the ointment soap and that no free alkali whatever be present. To obtain increased power of absorption of the soap base and also to get a homogeneous soap mass, the fat is in slight excess.

As medicamental substances for dermatological soaps, salicylic acid, benzoic acid, cinnamic acid, kinic acid, guaiacolsulfonic acid, ethylsulfonic acid, mercuric chloride, iodine, their combinations, and the like, come chiefly into consideration. Any of these substances, though of high therapeutic value, will cause decomposition when water is present in the soap substance. It is serviceable to add to this medicated soap paraffin or petrolatum of unguentous consistency as used in medicine.

The process in general is the following:—The fatty acid to serve as the soap-base is melted together with the petrolatum or a paraffin preparation and is then gradually compounded with a quantity of a fixed alkali, insufficient for saturation of the fatty acid, in water or alcoholic solution. When the alkali is completely bound, the water is completely driven out of the soft-soap mass so obtained by heating. As is self-evident, this heating can be done in vacuo in order to be able to work at a lower temperature and so obviate a possible decomposition of the organic substances. After the water has been entirely removed one or the other of the before-mentioned medicated substances is incorporated with the soft thoroughly mixed soap base so obtained.

By way of illustration, the following example of manufacturing a particular medicated soap by this process is given: One hundred grams oleic acid are melted together with two hundred grams petrolatum, and the fluid mixture so obtained is gradually combined with thirty grams potash-lye of 40 degrees Baume. The soft-soap mass thus obtained is then heated to about 130 deg. C until all the water is driven off. Thereupon a desired quantity of the medicament to be employed,—salicylic acid, for example—is incorporated with this soap base.

THERE are various known methods of making a neutral soap by adding albumens to either a liquid or solid soap for the purpose of binding the alkalies which are liberated by the hydrolysis of the soap occurring in the aqueous solution. Another method utilizes an alcoholic solution of the by-product resulting from a treatment of casein with alkali and

(Turn to Page 85)

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Say you saw it in SOAP!

Hydrogenated Phenols in TEXTILE SOAPS

From *Leit. b. Gesante Textilindustrie*, 1929, 693.

Part II

THE preparations which were made in the following manner possess good lathering capacity, but it is understandable that the lathering capacity of any preparation will be reduced when an abnormally high proportion of hexalin or methylhexalin is added. Alcohols always reduce the lathering power of soaps. The products that are made with coconut oil or palm kernel oil are naturally able to lather better than when higher molecular weight fatty acids are used. Nevertheless, the lather in the case of olein-hexalin soaps is composed of small bubbles and is more stable than the corresponding coconut oil soaps. It is therefore evident that it is most advantageous to use a mixture of fatty acids and fats.

It is of course possible to use other solvents such as benzine, benzol, carbon tetrachloride, tetralin and the like in admixture with hexalin or methylhexalin to make up the soap preparations, which are soluble in water. The technical advantages of such preparations are important, but they are also so apparent that it is hardly necessary to discuss them here. It should, however, be mentioned here that carbon tetrachloride can be added to preparations number 3 or 5 in any proportion. Such a preparation is the following:

- 250 parts by weight of linseed oil
- 375 parts by weight of methylhexalin
- 99.5 parts by weight of potash lye 50 Be
- 150 parts by weight of water

After saponification is complete, 220 parts by weight of carbon tetrachloride are added. This preparation is soluble to a clear solution in ten to twenty times the amount of water and becomes slightly milky only when a large amount of water is added thereafter. Increasing the water content in the above preparation so that it is approximately 650 parts by weight makes the preparation more viscous, while methylhexalin is supplanted by hexalin to form solutions which are less viscous.

Good results are obtained from the following formulae:

- 5. 184 parts by weight of linseed oil
- 275 parts by weight of hexalin

73.5 parts by weight of potash lye 50 Be concentration

387 parts by weight of water

80 parts by weight of carbon tetrachloride

- 6. 51 parts by weight of coconut oil
- 42 parts by weight of linseed oil
- 130 parts by weight of hexalin
- 42 parts by weight of potash lye 50 Be
- 615 parts by weight of water
- 120 parts by weight of carbon tetrachloride

Benzine as well as higher boiling distillation products of petroleum and the like may be used in the place of carbon tetrachloride in approximately the same proportions, without reducing the solubility of the product in ten to twenty times the amount of water.

Turpentine oil can also be used as a volatile solvent in making these preparations. It yields a product which is perfectly liquid or else one which has a soft soap consistency. The following formula may be used to obtain a turpentine-sal ammoniac soap:

- 7. 230 parts by weight of linseed oil
- 295 parts by weight of hexalin
- 91.5 parts by weight of potash lye 50 Be
- 70 parts by weight of turpentine oil
- 150 parts by weight of water

After these ingredients have been mixed together and the linseed oil has been completely saponified and the product cooled off, sixty parts by weight of a solution of aqua ammonia are added.

Tetralin is also well suited for making up these preparations, inasmuch as its specific gravity, 0.975, is closest to that of the aqueous solution. The stability of the emulsion is therefore much greater. The preparation is made in the same manner as when carbon tetrachloride or benzine is used, and a product is obtained with the aid of tetralin which gives a clear solution in four to eight times the amount of water. It gives an emulsion by adding more water so that

a highly diluted mixture is obtained which remains stable after standing for days.

TESTS have been made on a large scale which show that hexalin or methylhexalin olein soap solutions can be mixed with finished curd soaps only with great difficulty, and that it requires all the skill that a soap boiler possesses to produce a product which is satisfactory all around. Likewise, curd soaps, which contain more than ten per cent of hexalin, are frequently not hard enough. They dry with difficulty and this increases as the proportion of solvent in the soap increases. Nevertheless, surprisingly good results are obtained when hexalin or methylhexalin are used in the manufacture of cold or lukewarm stirred soaps. From ten to twenty per cent of the solvent is added to the soap stock and then saponification is effected in the usual manner. The products thus obtained are hard enough, particularly when they are prepared with concentrated lyes, which can be done without any fear. Under such conditions, their lathering powers are not decreased to any appreciable extent. Their cleansing powers are great and they are very useful as scouring soaps, and also when pumice, siliceous chalk and the like are added, they give useful hand soaps. Two formulae for such soaps are given below:

1. 25 parts by weight of tallow
25 parts by weight of coconut oil
5 to 10 parts by weight of hexalin
25 parts by weight of soda lye 37 Be
2. 50 parts by weight of coconut oil
5 parts by weight of methylhexalin
25 parts by weight of soda lye 36 Be
20 parts by weight of pulverized pumice
2 parts by weight of water

The preparations that are made in this manner need not be perfumed, as far as use for technical purposes are concerned, for the unpleasant odor which they give to fabrics washed with them can be very easily removed by a subsequent washing with clean water. The soap stock used has an important function in hiding the odor of the solvent, as for example in the soaps which are made from linseed oil which smell distinctly of the latter rather than of the solvent. On the other hand, if it is necessary to improve the odor of the soap, this can readily be done by the addition of eight to ten per cent of turpentine oil to the hexalin or methylhexalin, and in place of the oil of turpentine, 1.5 to three per cent of pine oil can also be used. Bitter almond oil is also well suited for perfuming the soap and in most

cases, two per cent of the oil, figured on the weight of hexalin, is sufficient. Many other suitable perfumes can be used as the experienced soap maker knows.

The following formulae give a soap which can be prepared in the cold and which then hardens to a curd soap-like mass:

3. 30 parts by weight of tallow
30 parts by weight of coconut oil
10 parts by weight of methylhexalin
30 parts by weight of sodium hydroxide
37 Be

If it is desired to add methylhexalin to finished curd soaps, then the procedure is as follows: The waste lye is first drawn off and the still liquid curd soap is mixed with twenty-five per cent of the following methylhexalin soap solution:

4. 100 parts by weight of methylhexalin
10 parts by weight of olein

The required amount of lye to saponify the soap stock is added, which is 18 degrees Be sodium hydroxide solution for domestic soaps and 36 degrees Be lye for textile soaps. The soap does not become very hard on the addition of twenty to twenty-five per cent. However, if only five to ten per cent of the lye solution is added, as in the case of domestic soaps, then a hard, smooth soap is obtained which differs from ordinary curd soap only in that it possesses surprisingly greater cleansing powers. When ten per cent is added, the camphor-like odor of methylhexalin is not noticed.

5. 29 parts by weight of palm kernel oil
fatty acids
29 parts by weight of tallow fatty acids
4.50 parts by weight of methylhexalin
29 parts by weight of soda lye 38 Be
8.50 parts by weight of potash solution
30 Be

The soap stock is heated with methylhexalin to 65 degrees C, the soda lye is added and the potash solution for liquefying the product. On cooling a hard soap, neutral in properties and much like a curd soap, is obtained. This soap will give a clear solution with water and amongst other advantages it possesses the important advantage of being usable with hard water. The greasiest dirt is easily removed and savings are effected in time, fuel, and soda, while the fabric is materially improved.

A cold agitated soap for use by workmen and for scrubbing purposes is made according to the following formula:

6. 48 parts by weight of coconut oil
5 parts by weight of methylhexalin
25 parts by weight of soda lye 37 Be
19 parts by weight of pulverized pumice,
sand, siliceous chalk or talc
3 parts by weight of water

The following formulae are useful for making methylhexalin and hexalin soaps which are specially suitable for scrubbing and scouring purposes:

1. 22.85 parts by weight of linseed oil
34.25 parts by weight of methylhexalin
9.10 parts by weight of potash lye
13.80 parts by weight of water
20.00 parts by weight of carbon tetrachloride, or benzol, benzine, oil of turpentine, aqueous ammonia, tetralin, etc. After saponification is complete and the soap has been cooled down, these easily volatile substances are added.
2. 25.60 parts by weight of linseed oil
33.00 parts by weight of methylhexalin
10.20 parts by weight of potash lye 50 Be
16.70 parts by weight of water
7.80 parts by weight of oil of turpentine after cooling
6.70 parts by weight of aqua ammonia
3. 5.10 parts by weight of coconut oil
4.20 parts by weight of linseed oil
13.00 parts by weight of hexalin
4.20 parts by weight of potash lye 50 Be
61.50 parts by weight of water after cooling
12.00 parts by weight of carbon tetrachloride

The average per capita use of soap is about 25 lbs. a year according to Roscoe C. Edlund, New York, general manager of the Association of American Soap & Glycerine Producers. About \$110,000,000 is spent yearly to advertise soaps, cleansers and equipment for keeping clean, according to Mr. Edlund. This represents about one tenth of the total amount spent yearly on newspapers and magazine advertising in the United States.

Setay Co., Inc., recently filed suit against United Retail Chemists, the Whelan Drug Co., and officers of the companies named for an accounting, because of alleged damage to Neve Drug Stores, of which Setay is a stockholder. Whelan Drug Co. has filed application for particulars.

1929 Glycerin Imports Larger

Total imports of crude glycerin into United States during 1929 were 15,712,532 lbs., as against 4,501,727 lbs. for the previous year. Imports of refined glycerin totaled 5,613,155 lbs., a slight advance over the 4,287,587 lbs. imported in 1928. Yearly glycerin import figures for the past seven years are given below in pounds:

	Refined	Crude
1923.....	585,792	14,548,660
1924.....	1,500,644	14,427,054
1925.....	2,059,565	19,248,695
1926.....	10,732,246	27,701,142
1927.....	8,268,071	14,784,615
1928.....	4,287,587	4,501,727
1929....	5,613,155	15,712,532

Procter & Gamble Largest Advertiser

Procter & Gamble Co. spent more money on magazine advertising during 1929 than any other national advertiser, according to *Printers Ink*. Among the first group in importance were the following firms in the toilet preparations field, together with their expenditures in 1928 and 1929:

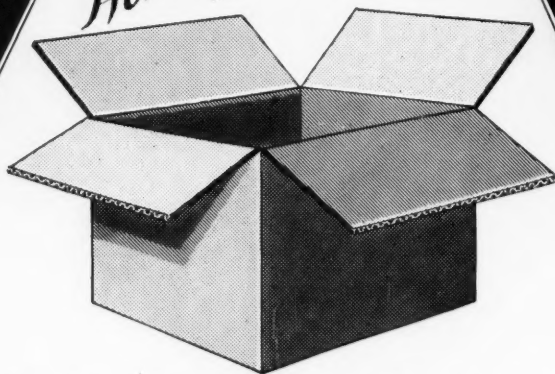
	1929	1928
Procter & Gamble Co.....	\$4,127,230	\$3,849,779
Lambert Pharmacal Co.....	2,863,240	1,806,460
Colgate-Palmolive-Peet Co.....	2,233,553	2,585,389
Bristol Myers Co.....	1,631,874	1,092,409
Lever Bros. Co.....	1,212,231	865,173
Andrew Jergens Co.....	1,160,134	914,240
Lehn & Fink Products Co.....	1,118,568	1,069,603
Pepsodent Co.....	787,368	856,557
Zonite Products Co.....	774,959	723,409
R. L. Watkins Co.....	673,345	459,004
Fels & Co.....	654,450	631,820
Bon Ami.....	521,030	510,700
Association of American Soap & Glycerine Producers.....	385,267	335,661
Mennen Co.....	283,106	411,641
Yardley & Co., Ltd.....	267,700	254,760
J. B. Williams Co.....	266,242	249,209

The annual exports of toilet or fancy soaps from United States during December, 1929, totalled 441,795 lbs., worth \$134,620, with the Philippines taking 123,402 lbs., worth \$19,248. Laundry soap exports amounted to 2,925,666 lbs., valued at \$197,116, with the Philippines, again the largest buyers, taking 946,931 lbs., valued at \$56,306. Exports of powdered or flake soaps totaled 290,120 lbs., worth \$24,878, while scouring soap exports totaled 739,275 lbs., valued at \$53,235. Shaving soaps, to the amount of 72,071 lbs., worth \$34,630, were exported during the same period, and exports of all other soap products totaled 417,721 lbs., valued at \$35,348.

Exports of caustic soda from United States during November, 1929, totaled 7,300,037 lbs., worth \$210,925. Japan was the largest buyer, taking 2,147,923 lbs., valued at \$53,987.

GIBRALTAR

*Scientifically
Designed
and
Honestly Constructed*



CORRUGATED CONTAINERS

ALL the care spent in the fabrication of your company's product can be set at naught in that brief interval from the time you send the shipment on its way until your customer unpacks the goods. That's when you need the extra assurance that you get from the scientific design and honest construction of GIBRALTAR CORRUGATED CONTAINERS—

the assurance that your product will reach its destination in the proper condition.

You can't go along with every consignment, but you can make sure that your shipment will have the very best protection that modern package experts and container builders can devise.

Let us show you, without obligation, how GIBRALTAR service can help you.

GIBRALTAR CORRUGATED PAPER CO., Inc.
NORTH BERGEN - - - NEW JERSEY

Say you saw it in SOAP!

Handling COCONUT OIL at the Port of MANILA

By C. W. GEIGER



Coconut oil tank barges loading a steamer in Manila Harbor near the Breakwater.



COPRA production for export and the coconut industry in general in the Philippines had not grown to any considerable proportion prior to American sovereignty. Practically all of the coconuts then grown were consumed locally. The exports of copra amounted to only 15,000 metric tons, valued at 1,453,000 pesos, in 1899; whereas, the exports of copra coconut oil, copra meal and desiccated and shredded coconut products in 1927 amounted to 450,000 metric tons, valued at nearly 100,000,000 pesos. The manufacture of copra into coconut oil by modern methods was first undertaken in the Philippines in 1913. During the years immediately following, a number of large oil pressing plants and a considerable number of small ones were established. The coconut oil manufacturing industry has experienced a rather varied career due to the abnormal profits which the industry offered during the latter part of the World War, and immediately thereafter. With the return to normal levels of market prices, all

of the small plants and a number of the large ones ceased to operate. Among the leading plants now in operation in the Philippines are those of Spencer Kellogg and Sons of Manila operating a plant in Manila; Philippine Refining Company, controlled by Lever Bros. of London, who have a large plant in Manila and one in Cebu, Island of Cebu; Philippine Manufacturing Company who manufacture soap in Manila and who also refine coconut oil. Exports of coconut oil reached their maximum in 1927 when they amounted to 145,000 tons valued at 50,000,000 pesos.

The imports of manufactured articles from the United States almost equal in value the exports of raw material from the Philippines to the United States, and any disturbance of the present free trade arrangement is considered likely to divert the trade which is now in American hands to European countries. German machinery importers are particularly active now and would probably be far more successful if the exportation of Philippine products to the United States should be handicapped by any duties or limitations.

The Philippine Government maintains permanent concrete piers and wharves at Manila for the accommodation of vessels engaged in foreign trade as well as for vessels engaged in the Philippine coastwise trade. No charge is made at any port for the anchorage of vessels in the harbor and, except at the Port of Manila, no charge is made for berths at piers or wharves. Towage in harbors or to and from piers is optional. At Manila, the principal entry port of the Philippine Islands, the Government has expended large sums and exerted its greatest energy toward providing the port with a good harbor and with adequate modern port facilities. There is a good deep water harbor protected by a breakwater seawall. Three excellent concrete piers and a wharf are available for the exclusive use of foreign commercial vessels. The piers and wharf have a total berthing footage of about 6,000 feet along which ten large vessels may berth at one time. Each pier is provided with wide concrete aprons on each side and at the end for the convenient handling of cargoes, with heavy lift cranes, covered cargo sheds equipped with interior traveling cranes and hoists, floor tractors and the like. Pier No. 7, the largest and newest, is the pride of Manila, and is recognized by well-informed shipping men as one of the best-constructed and equipped piers in existence today. It is built entirely of reinforced concrete and steel, 1,400 feet long and 240 feet in width. It has a cargo shed 160 feet wide extending the entire length of the pier except over a wide apron at the outer end. It is equipped with six 5 and 15 ton electric semi-portal gantry cranes mounted upon tracks on the aprons, and with twenty-three interior overhead electric traveling cranes of 2 and 3 ton capacity. A special feature of this pier is the elaborate and convenient provision for the transfer of passengers by way of upper story passenger corridors extending the entire length of the cargo shed on each side and capable of connection with ships' decks by electrically operated movable steel gang ways.

A MOST interesting feature of the coconut oil industry in the Philippines is the efficient and modern oil handling equipment available for handling bulk oil from the storage tanks of the mills to the cargo tanks of the steamers which carry the oil to the world's markets.

In the Philippines coconut oil is, of course, a liquid, but solidifies at a relatively high temperature, becoming a hard, dense material, resembling butter or lard in texture. Consequently it is necessary to provide heating pipes

in the steamer's oil tanks, so that the oil may be heated for pumping into storage tanks or tank cars when the steamer reaches a temperate climate. It is the usual practice to start heating the oil several days before the tank steamer arrives in port, so that the contents of the tanks will be liquid, permitting discharging operations to begin as soon after docking as possible. A low head of steam is usually turned into the heating pipes at first, this pressure being gradually increased until the oil is heated to about 100 degrees F.

Originally, coconut oil was shipped from the Philippines to San Francisco and other Pacific Coast cities in five gallon cases, but recently a new system has been perfected by means of which the oil is shipped in tank steamers and in deep tanks of passenger and cargo vessels operating between the Philippines and American ports. This practice immediately revolutionized the transportation of the commodity. For years the great trans-Pacific tank steamers had been carrying petroleum from American ports to the Orient and returning in ballast, until methods of cleaning the petroleum tanks well enough to permit carrying coconut oil on the return voyage were perfected. Now, a number of tank steamers engaged in carrying petroleum from San Francisco to the Orient, return with a capacity cargo of coconut oil stowed away in the tanks.

A very effective system is employed to thoroughly clean the steamers' tanks after the oil has been unloaded, so that the petroleum will not affect the quality of the coconut oil and vice versa. After the petroleum cargo has been discharged at the Orient, live steam is injected into the tanks over a period of from 12 to 14 hours. After pumping out the bilges, and waiting a sufficient length of time for the interior to cool, workmen are sent down into the tanks to clean them as well as possible. Later upon arrival at Manila, where the coconut oil is to be taken on, the work of cleaning the tanks is completed, this being performed by experts using special equipment. One company at Manila operates a fleet of eight coconut oil barges having a total carrying capacity of approximately 2,000 tons of oil and two special barges, each equipped with two 8 inch duplex pumping outfits, each pumping outfit has capacity of pumping 100 tons an hour from the barges to the storage tanks aboard the steamers. The same company also operates a fleet of six launches for towing the barges between the coconut oil plants and steamers.

Eight thousand tons of coconut oil have been loaded aboard an oil tanker in 64 hours by the use of one of these pump barges and five of the steel tank barges or lighters.

Discuss Quality of Bergamot

OFFERS of bergamot oil in various markets of the world during recent months at prices stated to be below cost of production in Italy were mentioned in the last issue of *Soap* in a statement from abroad. Mention was made of rumors that the Italian Government had begun to scrutinize the quality of some of the oil being shipped with a view to permitting only first grade bergamot to be exported from that country as a protection for the Italian industry. This recent statement on the bergamot oil situation has brought forth comments from some of the leading houses in the American essential oil trade. They say:

EDITOR, *Soap*:

Your February issue contained an article on Oil Bergamot in which you quoted an anonymous Italian authority. Statements made in the article are in part correct but some of the remarks are so obviously absurd as to require correction. It is quite true that Bergamot production in Italy is controlled by a relatively small circle of wealthy individuals who were instrumental in maintaining an artificially high price for the oil for several years, and whose operations resulted in the accumulation of large surplus stocks which finally broke the market and forced the recent decline to abnormally low levels.

It is not in the least true that adulteration of Bergamot oil is particularly prevalent at the present time. As a matter of fact high essential oil prices encourage adulteration partly because it is easier to cut the cost of a high priced oil and partly because in an era of high prices too many buyers are looking for bargains instead of quality. When prices are low the reverse is true.

This certainly has happened on Bergamot oil. When prices were high a very large amount of badly adulterated Bergamot oil came on the market. To-day most of the Bergamot oil which is being shipped from Italy is an exceptionally good quality, and while as always there are certain brands, the purity of which is questionable, the situation as a whole is very satisfactory.

Bergamot prices to-day are below the cost of production presumably, although it is difficult to say just what the cost of production may be. Certainly they are below the average price level of the last 20 years. This condition,

however, is due not to adulteration but to distress sales of surplus stocks.

The article which you quoted in February is particularly amusing when it speaks of the Italian government scrutinizing the quality of the oil which is being shipped, with a view to raising the standard and preserving the national reputation. The Italian government has been doing this on Lemon oil for some little time, with the perhaps natural result that even the poorest and least desirable grades of Lemon oil which come into this market are enabled to show the government seal of purity.

No one familiar with the situation believes that the government has done very much except to play into the hands of those firms who are clever enough and unscrupulous enough to export a badly adulterated oil and still have it pass the government tests. The same policy could be applied to Bergamot and unquestionably with the same results.

VAN AMERINGEN-HAEBLER, INC.

By R. B. Stoddard

EDITOR, *Soap*:

We have read with considerable interest the article on page 39 of your February 1930 issue in regard to bergamot oil. We have felt convinced for several years that the percentage of pure, genuine, bergamot oil exported from southern Italy was an unduly small one and the extraordinary range of prices between the best oil obtainable and the poorest oil shipped has confirmed us in our opinion. It is an oil easily susceptible of sophistication and as the weakened article still has a certain perfuming power, there are always buyers who will take it "at a price". We should very much like to see drastic steps taken to eliminate as far as possible the continued adulteration of this otherwise splendid oil and we trust that certain rumors which we received from Italy, that some lasting steps are being taken, will prove to be well founded.

The writer spent several weeks in Italy and Sicily this past winter and he was exceedingly pleased to learn that some positive steps were being considered, if not actually taken, to reduce as far as possible, the export of adulterated lemon oil where again the amazing spread of prices must cause any really honest buyer to stop and think on the question of quality.

FOR YOUR PRIVATE LABEL

SOLVAY FLUF

(Trade Mark Registered)

Fluf makes an ideal cleanser to add to your line of products because it produces the largest package with the lightest weight. Fluf is an extra light soda ash made especially fluffy, bulky and light by a process exclusive with Solvay.

SOLVAY SUPER CLEANSER

(Trade Mark Registered)

This ideal cleaner and cleanser for general cleaning is efficient, effective and entirely soluble in water. Super Cleanser contains no harmful ingredients nor inactive filler. It is *all active cleanser*. Solvay Super Cleanser is good enough to *beat* competition and can be sold at a profitable price.

SOLVAY Snowflake Crystals

(Trade Mark Registered)

Pure white, crystalline, immediately and entirely soluble, Solvay Snowflake Crystals are an excellent water softener and effective soap saver. Perfect solubility enables this mild cleanser to do its work without leaving a residue. Snowflake Crystals also make the most perfect base for bath salts.

PUT Solvay quality into your packages and get more out of your private label trade. Write today for prices and booklet SC7.

SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by
The Solvay Process Company*

40 RECTOR STREET NEW YORK CITY



SOLVAY PRODUCTS

Say you saw it in SOAP!

If during the past year or two all lemon oil received from Sicily has been pure, then it would seem that certain shippers are working on a very close margin of profit while others have made tremendous profits on each sale. This of course is far from the truth and it is a generally accepted fact that the shippers of the dearest oils have not made any greater percentage of profit than the shippers of the cheapest oils. We shall lend all the strength we have to cleanse the lemon oil business if it is proved that such cleansing is necessary.

When the writer was in Italy the government at Rome was being besought by many small bergamot producers to lend financial aid during the December slump in prices. Such outside help was being decried by some because it was thought that governmental action would interfere with the natural law of supply and demand and that it is always dangerous to interfere with this law. It would seem however that some help has been extended by Rome but the aid may be only temporary.

Naturally the dealers and producers of the so-called Messina Essences were extremely gloomy and in some cases demoralized during the past winter owing to the almost unchecked decline in oil values. For the sake of everyone we may hope that the decline will not last much longer.

DODGE & OLCOTT CO.

By F. T. Dodge,
President.

EDITOR, *Soap*:

We have been interested to read the statement from abroad with reference to the Bergamot situation as shown on page thirty-nine (39) of your February Issue of *Soap*, as this coincides very closely with reports which we ourselves have received from our correspondents in Italy. It should of course, be noted that the unsatisfactory condition of business generally has doubtless also played a part in causing the decline in the price of this oil.

FRITZSCHE BROTHERS, INC.,

By A. D. Armstrong.

EDITOR, *Soap*:

We have noticed the article in the February issue of *Soap* pertaining to Oil of Bergamot in which you give the reasons for the recent decline in the price of this product and also for the sudden advance.

We doubt that the quality of the oil now being received at the higher prices is any different from that which was supplied previously. We have carefully compared the last shipment to us with material which we received when

the price was at a lower level and find no difference in the quality whatsoever.

Therefore we do not believe that the reason for the advance in price is due to a change in quality but rather to a change in the economic conditions in the producing regions. The demand for this oil is much greater than it has been for some time due to the lower quotations which have been in effect and as is usual, with the laws of supply and demand, the prices are increased when available stocks are reduced and the demand increases.

P. R. DREYER, INC.,

By F. C. Theile.

Palmolive Denied Mexican Rights

Palmolive Company has been refused the right to defend itself in the Mexican Courts against a Mexican counterfeit of its soap and soap labels by the Supreme Court of Mexico. The American soap makers sought an embargo against the products of Campedra y Ayala, Mexico City, who are marketing a soap which is the same color, form and dimensions as that sold by Palmolive Co., and which is wrapped in green paper with a black band and the word "Palmayolive," which is the Mexican equivalent for Palmolive. The right to the courts was denied the Palmolive company on the grounds that unless a foreign corporation is registered to do business in Mexico it has no legal existence there, and cannot seek redress in the courts.

The expenses of registration are a stamp tax on protocolization of certificate of incorporation and other documents, of \$1.10 per \$1,000 for the first \$100,000 of capitalization, and after that 11c per \$1,000 on the excess. Registration fees and legal fees would also have to be paid. A New York firm of patent and trade mark attorneys has advised American merchants doing business in Mexico to file protests with the State Department and the Mexican Chamber of Commerce in United States, and has pointed out that the Mexican decision may be a breach of the International Convention. This company sees in the Mexican action an attempt to collect taxes on the profits of American companies through forcing their local subsidiaries to register or incorporate in Mexico.

McKesson & Robbins, Inc., through the McKesson-Groover-Stewart Drug Company, Jacksonville, has bought the Southern Drug Company's branch at Orlando, Fla. No change will be made in the operating personnel of the Orlando house. A. L. Jackson will remain as manager.

Interesting Facts

During the Calendar year of 1929 over 60% of the entire NEWPORT Wood Rosin shipments to consumers in the United States and Canada were sold and billed on the NET WEIGHT basis.

We gratefully acknowledge our appreciation for the liberal support which has so materially assisted us in determining the feasibility and soundness of "Rosin Net Weight."

Constructive criticism is valued very highly by us and we invite your comments and suggestions.

A NEWPORT PRODUCT
Therefore Unexcelled

Sold the world over by

General Naval Stores Company
Incorporated

NEW YORK
PHILADELPHIA

CINCINNATI
NEW ORLEANS

CHICAGO
MINNEAPOLIS

*The oldest and largest organization in the world exclusively engaged in selling
"Steam Distilled Wood Turpentine," Pine Oil and Wood Rosin*

Say you saw it in SOAP!

Issue Naphtha Soap Stipulation

Stipulations covering naphtha soap have been issued by the Federal Trade Commission as No. 412, 413, 414, and in accordance with the Commission's policy, the names of the companies are not mentioned in connection with the stipulation. The stipulation states: "Laundry soap and soap products manufactured by three different corporations and advertised as having naphtha content, when, at the time of their sale to retail consumers they did not retain naphtha in excess of one per cent by weight of the soap, are the subjects of three stipulation agreements with the Federal Trade Commission. The respondents agree to stop use of the word 'Naphtha' in designing their products, unless there be put into them at time of manufacture a quantity of naphtha sufficient to cause them to retain naphtha in excess of one per cent by weight of the soap or products up to the time they are sold to the consuming public in the course of retail trade. It was also provided that, if necessary to that end, there be incorporated in such soap or products upon manufacture certain ingredients other than naphtha which will retain the naphtha content or prevent its rapid volatilization. The first corporation advertised 'White Naphtha Soap,' which was found to contain, at the time of sale to retail consumers, naphtha amounting to only about four-tenths of one per cent by weight of the soap. The second company's soap, called 'Naphtha,' retained about seven-tenths of one per cent naphtha by weight thereof. The third group called its soap 'White Naphtha' and produced also 'Naphtha Borax Soap Powder,' but the naphtha content of the soap was practically all lost before reaching the retail trade, while the soap powder, composed of finely divided particles, would not retain a volatile ingredient so that its naphtha was also dissipated."

Carter D. Poland, president of the Poland Soap Works, Anniston, Ala., delivered an address before the Sales Managers Bureau of the St. Louis Chamber of Commerce on Feb. 14 on "Firing the Salesman With Enthusiasm." In his address Mr. Poland covered methods of choosing salesmen, best characteristics for salesmen, value of personality and humor in selling, sales quotas, and other factors. His address was published in the Feb. 21 issue of the *Sales Managers Bulletin* of the St. Louis Chamber of Commerce.

Exports of soda ash from United States during November, 1929, totaled 5,919,761 lbs., worth \$112,235, with Japan, the largest buyer, taking 2,555,734 lbs. for \$38,847.

Colgate-P-P Sells Pompeian

Colgate-Palmolive-Peet Co. have sold the Pompeian Company, a subsidiary which was owned by Colgate & Co. prior to the C-P-P merger, to a group of executives connected with the Frostilla Company of Elmira, N. Y. The purchasing syndicate is composed of F. M. Shoemaker, Guy S. Shoemaker, Clayton S. Shoemaker, and M. Holmes Shoemaker, all of the Frostilla Co., and Harold F. Ritchie, president of International Proprietaries, Inc., and well-known sales agent. Control passed on March 1, on which date manufacturing of Pompeian products was transferred to Elmira, N. Y., from the Colgate plant at Jersey City, N. J. Manufacture of Pompeian products will be started soon in Toronto, Canada.

The business will be continued under the name of the Pompeian Company. Officers of the new company are: F. M. Shoemaker, chairman of the board; Harold F. Ritchie, president; James H. Anderson, vice president and treasurer; C. S. Shoemaker, executive vice president; Guy S. Shoemaker, secretary and assistant treasurer; Charles H. Henning, controller, and Hans Schmidt Jr., Edward S. Letchworth and Herbert Klein, directors. M. Holmes Shoemaker is production manager.

The Pompeian Company was organized in Cleveland 30 years ago, and prior to its sale to Colgate & Co., early in 1907, had developed into one of the world's largest manufacturers and distributors of massage cream and allied products.

A. M. T. A. Convention Plans

The convention of American Manufacturers of Toilet Articles, to be held at Biltmore Hotel, New York, April 22-24, will be addressed by Clyde Kelly, U. S. Congressman from Pennsylvania, sponsor of the Capper-Kelly Fair Trade bill which recently passed the House. Miss Helen Cornelius, of *Harper's Bazar*, who addressed the toilet manufacturers on package style last year, will speak on some phase of packaging at the 1930 session. Entertainment plans include a theatre party, the attraction being "Fifty Million Frenchmen," followed by a trip to Club Montmartre, one of the New York night clubs. The annual banquet and dance will be held at the Biltmore Hotel on the evening of April 23. C. M. Baker, of Pond's Extract Company, is chairman of the special committee in charge of the program arrangements.

P. R. Dreyer, head of P. R. Dreyer, Inc., New York, essential oils and aromatics, left recently on a business trip through the Middle West.



Industry's Unmistakable Guide

When the alkali buyer is lost in a fog of indecision—when industry seeks a brand of alkalis in which they can place absolute confidence—when quality, purity and unvarying uniformity in alkalis are demanded, then Diamond Brand is industry's unmistakable guide to lasting satisfaction.

*Have you received your
Copy of the new edition
of the Diamond Alkali
Handbook?*



Diamond Alkalies enjoy a nation-wide confidence established by many years of service to industry. The high quality originally established by this company has been rigidly maintained by the most scientific manufacturing methods.

Barrel after barrel and carload after carload, the quality and purity of Diamond Alkalies remain uniformly the same.

We invite your inquiries.

Diamond Alkali Company

Pittsburgh, Penna. and Everywhere



Say you saw it in SOAP!

Average Glycerine Prices for 1929

Average monthly prices for the various grades of glycerine for 1929, have been issued by Parsons & Petit, New York, under date of March 7, as follows:

Month	Dynamite	Soap	Lye	Saponi- fication	Pure
January	12 $\frac{3}{4}$ ¢	7 $\frac{3}{8}$ ¢	7 $\frac{3}{8}$ ¢	8 $\frac{1}{4}$ ¢	15 $\frac{1}{2}$ ¢
February	11 $\frac{3}{4}$	7.32	7.32	8 $\frac{1}{4}$	15
March	11 $\frac{1}{2}$	7 $\frac{3}{8}$	7 $\frac{3}{8}$	8 $\frac{1}{4}$	15
April	11 $\frac{1}{2}$	7 $\frac{3}{8}$	7 $\frac{3}{8}$	8 $\frac{1}{4}$	15
May	11 $\frac{1}{4}$	7 $\frac{1}{4}$	7 $\frac{1}{4}$	8	14 $\frac{7}{8}$
June	10 $\frac{7}{8}$	7	7	7 $\frac{3}{4}$	14 $\frac{1}{2}$
July	10 $\frac{3}{4}$	6 $\frac{7}{8}$	6 $\frac{7}{8}$	7 $\frac{1}{2}$	13 $\frac{7}{8}$
August	10 $\frac{3}{4}$	6 $\frac{3}{4}$	6 $\frac{3}{4}$	7 $\frac{1}{2}$	13 $\frac{3}{4}$
September ..	11.31	6 $\frac{7}{8}$	6 $\frac{7}{8}$	7 $\frac{1}{2}$	13 $\frac{3}{4}$
October	12.08	7 $\frac{1}{4}$	7 $\frac{1}{4}$	7 $\frac{3}{4}$	14
November	12 $\frac{1}{4}$	7 $\frac{1}{4}$	7 $\frac{1}{4}$	8	14
December	11 $\frac{3}{4}$	7	7	8	14

The exports of Glycerine for the year 1929 were 1,493,520 lbs., against 2,066,717 lbs. for last year and the imports were 19,982,017 lbs. against 8,789,314 lbs. for 1928.

Colgate Increase Bowling Lead

The bowling team of the Colgate-Palmolive-Peet Co. in the New York Wholesale Drug Trade Bowling tournament increased its lead during February and at the beginning of March was leading the league with 25 games won and 8 lost. Church & Dwight Co. replaced E. R. Squibb & Sons in second place during the month, C. & D. having 20 games won and 10 lost, and Squibb 21 and 12 at the close. Other teams follow in the league standing in this order: Roessler & Hasslacher Chemical Co.; American Cyanamid Co. No. 2 team; Lanman & Kemp; American Cyanamid Co., No. 1 team; Grasselli Chemical Co.

Mulhens & Kropff, Inc., New York, are now marketing a new shaving cream, to be known as No. 4711 shaving cream. A meeting of the sales representatives of the company was held recently in New York.

George J. Miller, formerly secretary of New York Master Cleaners & Dyers Board, New York, has joined the sales force of Warwick Soap & Chemical Co., Brooklyn. The Warwick Company manufactures cleansers and textile soaps.

Mr. J. W. Felton, Jr., formerly connected with the Baltimore Branch of Parke, Davis & Company, is now associated with Magnus, Mabey & Reynard, Inc., of New York City, and will look after their interests in the South Atlantic States.

W. G. Ungerer Dies

William G. Ungerer, president of Ungerer & Co., New York, and long recognized as an outstanding figure in the essential oil and perfume materials field, died on February 27, 1930 in his sixty-second year, following an illness of several weeks.



W. G. UNGERER

Mr. Ungerer was born at Rochester, New York, September 6, 1868. He was educated at Ecole des Quatre Fils, Paris and Arts et Metiers, Paris. He was the first American to work as a student in the Grasse, France perfume materials plants. On his return to this country

he became associated with Colgate & Co., as perfume chemist. In 1901 he incorporated the present firm of Ungerer & Co., succeeding his father W. P. Ungerer.

Mr. Ungerer was a leader in the scientific development of the American perfume industry. He was the founder of the "American Perfumer" publication, and was a contributor of many technical articles to this and other papers in the field; a joint founder of the Drug & Chemical Club, New York; a Chevalier of the Legion of Honor of France, in recognition of his assistance to the French people during and after the World War; a director of the French American Chamber of Commerce; a member of the New York Athletic Club and of Park Lodge No. 516 Mecca Temple F. & A. M.

He is survived by a brother, Frederick H., vice president and treasurer of Ungerer & Co., and two sisters, Mrs. Chas. P. Worth and Mrs. Walter E. Cosgrove both of Westfield, N. J.

The removal of tariff duties on soda ash and bicarbonate of soda by the United States Senate would be ruinous to Mathieson Alkali Works, according to a recent statement of E. A. Hulst, vice-president of the company.

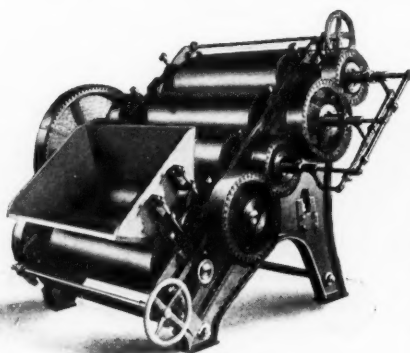
McKesson & Robbins, Inc., have filed an answer to the Federal Trade Commission's charge of Clayton antitrust act violation, in which the accused company contends that its acts were in the public interest and for the purpose of preserving competition. It also points out that the Clayton act has been interpreted as not applying to mergers formed by the purchase of physical assets.

HOUCHIN-AIKEN

American
Mills and Plodders
for
American Toilet and Flake Soaps

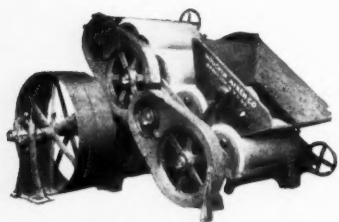
MILLS with three, four or five Granite or Chilled Iron Rolls. PLODDERS with two and one-half, four, six, eight, ten or twelve inch Screws.

Our chilled iron rolls are made by the **WORLD'S LARGEST MANUFACTURER** of rolls and



5-Chilled Iron Roll Mill

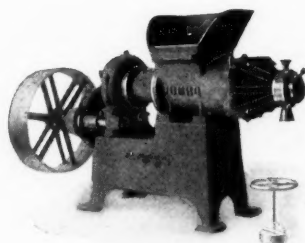
are considered the **BEST OBTAINABLE—MACHINED INSIDE AND OUTSIDE.** Mills are made with extra large shafts, bronze bushed oil tight bearings, heavy cut cast iron gears with herring-bone driving gear and pinion.



4-Roll Mill

**America's
 Leading Soap
 Machinery House**

*Invites
 Your Inquiries!*



10" Plodder

HOUCHIN-AIKEN COMPANY
HAWTHORNE NEW JERSEY

SOAP MACHINERY

Say you saw it in SOAP!

New P & G Sales Districts

Procter & Gamble Co. have created two new sales districts on the Pacific Coast. The first is the San Francisco district covering the state of California, Clark County, Nevada, and the Hawaiian Islands. The second is the Seattle district which covers the states of Washington, Oregon, and a few counties in Idaho and Nevada. The announcement of these new districts follows closely that of the new \$5,000,000 plant at Long Beach, Cal. They have been established to provide for closer supervision of the expanding business of P. & G. on the Pacific Coast.

Drug Manufacturers Meet April 22

The nineteenth annual meeting of the American Drug Manufacturers Association will be held at the Carolina Hotel, Pinchurst, North Carolina, April 22nd to 25th, 1930, inclusive, according to an announcement by S. B. Penick, president of the association.

The personnel of the general entertainment committee is as follows:

F. J. McDonough, Chairman, New York Quinine & Chemical Works, Brooklyn, N. Y.

A. D. Armstrong, Fritzsche Bros., Inc., New York.

George Simon, Heyden Chemical Corp., New York.

A. A. Wasserscheid, Mallinckrodt Chemical Works, New York.

C. C. Neal, Sharp & Dohme, Inc., Baltimore.

John D. Gillis, Monsanto Chemical Works, St. Louis.

Harold Simpkins, Mallinckrodt Chemical Works, St. Louis.

J. J. Kerrigan, Merck & Co., Rahway, N. J.

Ralph Dorland, Dow Chemical Co., New York.

Minneapolis Traffic Association recently filed at Washington a brief urging the Interstate Commerce Commission to reject 27 per cent reductions proposed by railroads in rates on coconut oil from the West Coast to dairy States. It is contended that immense annual importations of the oil are a direct blow to the dairy and butter industries.

American toilet preparations enjoy a limited popularity in Finland, according to a recent Department of Commerce report, their sale being confined to the better classes who can afford to pay prices comparable to existing rates in United States. The poorer classes buy domestically manufactured tooth paste because of its low price.

Weihman to Head Oil Trades

Clifford T. Weihman, of Smith Weihman Co., New York, has been nominated as president of the Oil Trades Association of New York together with the following ticket: vice-president, A. A. Hoffman, American Oil & Supply Co.; secretary, Joseph C. Smith, Smith-Weihman Co., Inc.; and treasurer, Philip C. Meon, Borne Scrymser Co. For directors, which include also the officers ex-officio, the nominees are Albert J. Squier, R. E. E. Hood, Wm. L. Koburger, George Suraud, Wm. S. Williams, Edwin Stern and C. Rogers Brown. Over 400 members and guests of the Association attended the annual dinner at the Hotel Roosevelt, held February 27. Delegations were present from the Philadelphia and New Jersey Associations. A. J. Squier was in charge of the vaudeville program which was presented.

Toilet soap in the form of small figures covered with wax was held dutiable at 30% as soap, instead of at 70% as toys, in a recent decision by J. Sullivan, in T. D. 10,647. Hinrichs & Pearsall, New York, entered the original protest, 379,306-G.

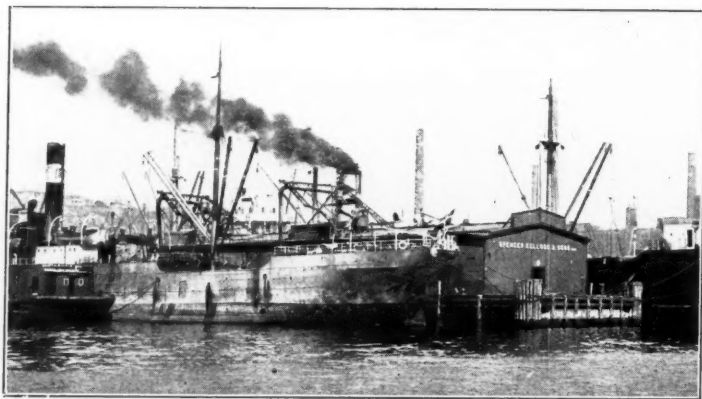
Dr. William H. Nichols, Chairman of the Board of the Allied Chemical and Dye Corporation, Founder of The General Chemical Company and The Nichols Copper Company, one of America's best known chemists, died at Honolulu, T. H. on February 21, 1930, aged 78. Dr. Nichols, an outstanding figure in the country's chemical industry, will be mourned by hosts of friends and business associates.

Among the speakers at the International Naval Stores Conference held in Jacksonville, February 24 to 26, were Julius Klein, Asst. Secretary of Commerce, Dr. Hugh P. Baker, Chamber of Commerce, C. C. Concannon, Chief of the Chemical Division, Bureau of Foreign and Domestic Commerce and Charles P. Herty, of the Pine Institute Consultant Staff. A golf tournament and a tennis tournament were held in conjunction with the gathering under the direction of J. E. Lockwood, Hercules Powder Co., who acted as general chairman of the conference.

R. R. Webb has succeeded the late C. B. Leighton as secretary and treasurer of W. J. Bush & Co., New York. He is a grandson of the late William John Bush, founder of the company, and has been connected with the Bush interests in the United States for the past seven years.

Large Warehouse Stocks

Protect Purchasers



Docks at the great Edgewater, N. J., plant where Kellogg Coconut Oils are refined and shipped to warehouses thruout the country.

LARGE warehouse stocks of Spencer Kellogg Coconut Oils in the key cities listed below assure prompt delivery of all orders—protecting users of quality coconut oils in case of unforeseen shortages.

These stocks also help purchasing agents who aim to make money by the use of materials rather than by speculation in materials.



SPENCER KELLOGG
COCONUT OILS

Manila Crude
Crystalite
Silver Seal Cochin
Edible
Hydrogenated

WAREHOUSE STOCKS CARRIED AT:

ALBANY	CHICAGO	DETROIT
BALTIMORE	CINCINNATI	KANSAS CITY
BOSTON	CLEVELAND	MILWAUKEE
	NEW YORK CITY	PHILADELPHIA

(Tank Wagon Service in Greater New York)

SPENCER KELLOGG AND SONS SALES CORP'N

General Offices: Buffalo, N. Y.; New York Offices: Graybar Building;
Crushing Plant: Manila, P. I.; Refinery: Edgewater, N. J.
Sales Offices in all Principal Cities.

Say you saw it in SOAP!

Comparative Security Prices

PRICES of stocks of soap, chemical, insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter, are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

Stock	High 1930	Low 1930	Feb. 1 1930	Mar. 1 1930
Allied Chem. & Dye.....	282	255 $\frac{3}{4}$	281	274 $\frac{1}{2}$
Amer. Agri. Chem.....	7 $\frac{7}{8}$	6 $\frac{3}{8}$	7 $\frac{1}{8}$	7 $\frac{1}{2}$
Amer. Cyanamid "B".....	29 $\frac{3}{4}$	25 $\frac{1}{2}$	29 $\frac{1}{2}$	26
Armour & Co. of Ill. "A".....	6 $\frac{3}{4}$	5 $\frac{1}{4}$	5 $\frac{5}{8}$	5 $\frac{5}{8}$
Bon Ami "A".....	72	70 $\frac{3}{8}$	71 $\frac{1}{2}$	71
Brillo	16 $\frac{1}{8}$	11	16 $\frac{1}{8}$	12
Colgate-Palmolive-Peet..	62 $\frac{3}{8}$	52	52 $\frac{5}{8}$	62 $\frac{3}{8}$
Corn Products Refin.....	99 $\frac{3}{8}$	87 $\frac{1}{2}$	97 $\frac{3}{8}$	94 $\frac{1}{2}$
Dow Chem. (Cleveland)	75 $\frac{1}{2}$	69 $\frac{1}{2}$	73	69 $\frac{1}{2}$
Drug, Inc.	84	77	81 $\frac{1}{4}$	79 $\frac{1}{2}$
Du Pont	131	112 $\frac{1}{8}$	128 $\frac{1}{2}$	126 $\frac{1}{4}$
Glidden Co.	367 $\frac{1}{2}$	31	34 $\frac{1}{8}$	35
Gold Dust	46 $\frac{7}{8}$	37 $\frac{3}{4}$	45 $\frac{1}{2}$	43
Gulf Oil of Pa.....	144	131 $\frac{1}{4}$	142 $\frac{1}{4}$	131 $\frac{3}{4}$
Heyden Chem.	23	21 $\frac{1}{2}$	22 $\frac{1}{2}$	22 $\frac{1}{2}$
Intl. Agric. Chem.....	7 $\frac{7}{8}$	4 $\frac{1}{2}$	6	6 $\frac{1}{8}$
Lehn & Fink.....	34	29 $\frac{7}{8}$	33 $\frac{3}{4}$	31
Mathieson Alkali	46 $\frac{3}{8}$	37 $\frac{1}{2}$	41 $\frac{3}{8}$	43 $\frac{3}{8}$
McKesson & Robbins...	35 $\frac{1}{2}$	31 $\frac{3}{8}$	34	31 $\frac{1}{8}$
Monsanto Chem.	60	49	59 $\frac{5}{8}$	56
Newport Co. "A".....	65	51	55	63
Procter & Gamble.....	70 $\frac{1}{2}$	52 $\frac{5}{8}$	68	67 $\frac{1}{2}$
Shell Union Oil.....	23 $\frac{3}{8}$	21	22 $\frac{3}{4}$	21 $\frac{1}{2}$
Sherwin-Williams.....	No sales this year			84**
Sinclair Consol. Oil.....	25 $\frac{7}{8}$	21 $\frac{5}{8}$	25 $\frac{3}{8}$	24 $\frac{1}{2}$
Stand. Oil of Cal.....	61 $\frac{5}{8}$	55 $\frac{1}{2}$	60 $\frac{1}{2}$	58 $\frac{3}{4}$
Stand. Oil of Ind.....	54 $\frac{5}{8}$	49 $\frac{7}{8}$	53 $\frac{1}{4}$	50 $\frac{1}{2}$
Stand. Oil of N. J.....	66 $\frac{7}{8}$	58	64 $\frac{7}{8}$	58 $\frac{7}{8}$
Stand. Oil of Ohio.....	88 $\frac{3}{8}$	81	85	86
Swift & Co.*.....	34 $\frac{1}{2}$	32 $\frac{1}{8}$	33 $\frac{5}{8}$	32 $\frac{1}{4}$
Union Carb. & Carb....	94 $\frac{5}{8}$	76	92	92 $\frac{1}{2}$
Westvaco Chlorine	59 $\frac{1}{2}$	37	40 $\frac{1}{4}$	58 $\frac{1}{2}$
Wilson & Co.....	43 $\frac{1}{4}$	3 $\frac{1}{2}$	3 $\frac{3}{4}$	3 $\frac{3}{4}$

*New basis.

**Last sale Nov., 1929.

Gold Dust Corporation and Subsidiaries, report for 1929 a net profit of \$7,586,963 after all charges, equivalent to \$4.03 a share on the 1,788,052 shares of common stock, which will be outstanding after the exchanges. The surplus as of Dec. 31, 1929 was \$15,233,215. Current assets as of Dec. 31, 1929, were \$33,771,864 and current liabilities \$6,865,009.

Drug, Inc., reported for the year ended December 31, 1929, net income of \$17,013,543 after all charges, equivalent to \$6.35 a share on 2,678,713 shares of common stock outstanding at end of the year.

Colgate-P-P Earns \$4.03

Colgate-Palmolive-Peet Company, Chicago, reports for 1929 a net income of \$8,910,631 after all charges, which is equal, after dividends on the preferred stock, to \$4.03 a share on the 1,999,970 shares of common stock outstanding. In the preceding year the company earned \$6,127,173, or \$2.60 a common share after the preferred stock requirements. The directors voted the regular quarterly dividend of 62 $\frac{1}{2}$ cents on the common stock at the annual meeting and also decided to apply for listing on the New York Stock Exchange. The preliminary balance sheet as of Dec. 31, 1929, shows current assets of \$34,002,000 and current liabilities of \$6,729,000. The surplus was \$15,779,000, against \$13,327,300 at the end of 1928. Marketable securities and cash totaled \$6,623,000.

Liggett Plans Price Increases

Louis K. Liggett Co. plans price advances on 200 nationally advertised toilet preparations carried in its retail stores. These include: Ingram Shaving Cream; Ipana Tooth Paste; Kolynos Tooth Paste; Pear's Glycerine Soap; Lysol and Palmolive Soap. Prices will be advanced a cent or two at a time, but in no case will they be raised to a level with the standard retail price. If the changed rates do not seriously affect sales the same policy will be extended to 800 other items.

New Prices for Glycols

New prices for ethylene glycol and diethylene glycol have been announced by the Carbide & Carbon Chemicals Corp., New York. Ethylene glycol is priced at 25c per pound in carload lots up to 28c for less than 50 gallons. Diethylene glycol is quoted at 11c per pound for carloads up to 13c for less than 50 gallons. Triethanolamine is quoted by the company at 42c per pound in less than 50 gallon lots.

Continental Can Company, Inc., reports net earnings of \$8,967,703 for 1929, after all taxes, depreciation and other charges, equivalent after preferred dividends to \$5.02 a share on 1,725,045 no-par common shares outstanding at the end of the year. This compares with \$6,690,796 earned in 1928, or \$4.35 a share on 1,459,991 common shares.

The office of Newport Chemical Works, successors to Rhodia Chemical Co., have recently moved to 260 West Broadway, New York.

**Light 58%
Soda Ash
shipped in
100 lb. Paper Bags**

WYANDOTTE Soda Ash is now packed in multi-wall paper bags. Five layers of special paper end the old dust nuisance—no meshes to let the dust seep through. The smooth paper lining lets the entire contents slide right out.

The new size makes handling easier, quicker, less expensive. You save time, labor. Guaranteed dust-proof, leak-proof, break-proof, moisture-proof.

Michigan Alkali Company is the first Soda Ash manufacturer to successfully use this method of packing Soda Ash.



*"Distinguished for its high test
and uniform quality"*

MICHIGAN ALKALI COMPANY

General Sales Department

21 East 40th Street, New York City

Chicago Office: 1316 South Canal Street

Works: Wyandotte, Michigan

Say you saw it in SOAP!

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CHICAGO NEWS

THE Chicago Perfumery, Soap and Extract Association's Bowling Committee, consisting of Paul Pettit, Chairman of Lady Grey Co.; A. M. Burgh, of Marcelle Laboratories; Adolph Leue, of Acme Puff Co.; and R. H. McBrady, of J. E. McBrady & Co., has announced a Grand Tournament which will be the most elaborate of any held during the past five years. The members responded enthusiastically and play began officially on Wednesday, February 12, at the Elks' Club. Preliminary sorting resulted in the picking of four teams of five men each which will play three games each Wednesday for six weeks, when the Final Handicap Tournament will take place. The teams, with their averages, as they now stand are as follows: Team No. 1: A. J. Dedrick, Capt. (177), A. Fortune (148), D. M. Clark (138), Russell Brown (125) and L. A. Solo (125); Team No. 2: A. M. Burgh, Capt. (180), Paul Pettit (140), M. B. Vance (139), W. Susanke (118) and W. E. Grassie (no average); Team No. 3: James Stocks, Capt. (174), H. Spohr (148), H. D. Crooks (133), J. De Lorme (115) and C. A. Seguin (no average); Team No. 4: R. A. Morris, Capt. (166), F. S. Dedrick, (157), H. Schwenneke (129), S. Vance (129) and A. E. Miller (no average).

Association directories are now off the press ready for distribution. Added features this year are the listing of the officers for both the past and current years, and a complete list of committees. An effort has been made by the Entertainment Committee to place the date of the Spring Dinner Dance in March this year but the elaborate preparations being made will probably necessitate an early date in April. The first March meeting took place on the fifth and was devoted to a discussion of plans by the Golf and Entertainment Committees.

The Chicago Drug and Chemical Association, having changed its place of regular monthly assembly to the Hamilton Club, has stimulated a fresh spirit of response in its members and had a highly successful meeting on Thursday, February 27th. An exceptionally fine speaker was provided in Herbert V. Prochnow, President of the Chicago Financial Advertisers' Association. His subject was "Four Essentials of a Good Merchandising Policy."

Arthur W. Fortune, for many years associated with the essential oil and manufacturing industries of Chicago, has established a busi-

ness under his own name at 227-229 West Van Buren Street.

Joseph De Lorme, of Riviera Products Co., having become comfortably established in extensive new quarters at 5 West Austin Ave., is planning a wide extension of his endeavors in the manufacturing and merchandising fields. He traveled to Philadelphia and New York early in March to establish new connections.

D. A. Day, Chicago representative of Heine & Co., recently established new offices in the Palmolive Building, which is becoming increasingly popular as a location among the trade.

O. N. Davis, President of the Chicago Drug and Chemical Association and Chicago representative of U. S. Industrial Alcohol Co., was confined to his home during the early part of March with a severe attack of influenza.

Spencer Boehmer, of S. U. Boehmer & Co., reports encouraging results from his recent advertising campaign on his new lotion, "Bimay Balm," and is laying his plans for a similar course of action on the new shaving soap, which will be placed in a container that will be an interesting departure from the customary tube.

Excess stocks of olive oil in Spain were responsible for a recent conference of Spanish olive oil producers in Madrid. They propose the following measures to relieve the situation: Compilation of statistical data to show world production and prices, confining of propaganda to organized producers, advertising among medical authorities as to the hygienic and alimentary properties of olive oil, and prohibition of manufacture of oils from imported nuts and seeds.

Consolidated Products Co., New York, dealers in used machinery and equipment, recently mailed a circular to the soap trade listing some of the pieces of soap machinery which they now have on hand at their plant and warehouse in Newark.

Laboratory Construction Co., Kansas City, Mo., makers of equipment for laboratories, recently issued a very attractive 40 page booklet printed in two colors, illustrating the equipment which the company manufactures. Copies of the booklet are available upon application to Laboratory Construction Co. Among the articles illustrated are Goldfish electric heaters, Kjeldahl distillation units and Kjeldahl digestion units.



SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne

Sapofixin Hyacinth

Sapofixin Lavender

Sapofixin Lilac

Sapofixin Lily of the Valley

Sapofixin Orange

Sapofixin Pine

Sapofixin Rose

Sapofixin Violet



HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

Say you saw it in SOAP!

PERSONAL and IMPERSONAL

Benjamin Levitt, chief chemist for Chas. W. Young & Co., soapmakers, Philadelphia, has been giving a number of popular lectures on the work of the chemist especially as applied to the soap and related industries. He recently addressed the Science students of Villa Nova College, on the technical aspects of the industry. His lectures are illustrated by an exhibit of raw materials and finished products. Mr. Levitt was formerly connected with Procter & Gamble Co., and Swift & Co.

A. D. Rettinger, formerly advertising and sales manager for Colgate-Palmolive-Peet Co., Ltd., in Canada, has resigned and plans an extensive holiday trip. He joined the Palmolive company in 1917, and directed branches at Milwaukee, Philadelphia, Pittsburgh and Omaha, before he was associated with the Canadian company.

National Soap & Chemical Co., Minneapolis, has been appointed distributor of alkalis and other products of Solvay Process Co., Syracuse, in the Northwest. A. H. Leifgren, head of National Soap, will direct the sale of the Solvay products.

Ernest M. Houchin, head of the Houchin-Aiken Co., Hawthorne, N. J., soap machinery manufacturers, has just returned from a six weeks' vacation in St. Petersburg, Florida. Mr. Houchin went South shortly after returning from an extended visit to England where he supervised extensive alterations in one of that country's large soap factories. A complete new toilet soap plant was installed and many other changes were made, including the installation of several Houchin-Aiken cutters and slabbers.

French toilet and bath soaps, manufactured by Societe Cadum, France, are to be sold by the newly installed Imported Soaps Department of House of Tre-Jur, New York.

Market for Toilet and Shaving Soaps, Lotions in Naples, Italy, is the title of a report submitted by U. S. Consul Ernest E. Evans, Naples, and available for loan to accredited American firms who apply to the Chemical Division of the Department of Commerce.

Bon Ami Company and subsidiaries report for 1929 a net profit of \$1,455,221, equivalent after deductions to \$5.27 a share on the outstanding 200,000 shares of Class B common shares. This compares with net profit of \$1,283,861 in 1928, equivalent to \$4.42 a share. The company reported total current assets as of Dec. 31, 1929, of \$1,956,360, with total assets of \$6,559,858. Total current liabilities were given as \$238,188.

Unilever, Ltd., has recently concluded arrangements with Lilleborg Soap Factory and Denofa Whale Oil Refineries, Norwegian concerns, which provide for a closer co-operation between the Norwegian and British interests in the Norwegian soap market. The Lilleborg company will buy one-half of Lever Bros. independent soap business in Oslo, and an increase in the Lilleborg capital will be made from 3,000,000 kronen to 6,000,000 kronen.

H. H. Rosenthal Company, New York, has been appointed purchasing agent for the Drugists' Supply Corporation, a mutual organization made up of 122 wholesale drug houses. The appointment of the Rosenthal company as purchasing agent provides the supply corporation with facilities for buying drugs, chemicals, essential oils and similar products.

More exclusive cartelization of German soap is the effort of the Association of Rhenish Westphalian Soap Factories of Cologne, recently founded. It is reported that it is meeting with success in organizing producers in its district, and that done, will drive for organization of Central German producers. The Rhenish cartel is quoting 60 marks per 100 kilos for its ordinary washing (laundry) soap against outsiders.

Construction will begin within a few days on foundations and basement for the \$5,000,000 Procter & Gamble plant at Long Beach, Cal. Bids for this work have been forwarded to the home office at Cincinnati for consideration by S. M. Manly, chief engineer. When completed the new unit will take care of the company's growing business in the West and its export business to the Orient.

WHEN IT COMES to supplying the soapmaker

with perfume materials, we are in position to furnish
the highest quality merchandise at interesting prices.

When Again in the Market for

Oil Rosemary Spanish
Oil Thyme Red and White
Oil Lavender Flowers French
Oil Vetivert Bourbon and Java
Oil Geranium Bourbon and African

Write Us for Prices.

All Products of

Bertrand Freres, S. A.

GRASSE

FRANCE

Sole Representative U. S. and Canada

P. R. DREYER, INC.

26 CLIFF STREET

NEW YORK

Agent for

PAOLO VILARDI
Reggio Calabria, Italy
Essential Oils

H. RAAB & CO.
Roermond, Holland
Artificial Musks

VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

Say you saw it in SOAP!

Explotadora de Acietes Vegetales, capitalized at \$150,000, at Mazatlan, Mexico, began construction in October last and is now starting business. This concern plans to import copra from Tahiti via San Francisco and to export copra meal and cottonseed meal.

In connection with the recent reorganization of Pennsylvania Soap Co., Lancaster, Pa., and its merger with Johnstown Soap Co., the following officers of the reorganized company have been elected: president, W. W. Bailey; vice-president, R. W. Beck; secretary-treasurer, E. J. Burkhart, and general manager, G. W. Briggs.

"La Fabrica de Jabon Rio Bravo," which is an important soap factory in Neuvo Laredo, has just moved into enlarged quarters and it plans to increase the monthly output of soap from the factory to six carloads. Formerly, the plant was only equipped to manufacture three carloads per month. The sale of the company's product is confined solely to Mexico.

The new Colgate-Palmolive-Peet Co. building in Chicago has been awarded a gold medal as the most beautiful building erected in North central district during the year.

Francis T. Dodge, president of Dodge & Olcott Company, New York, recently returned on the *Majestic* from an extended trip to the connections of his firm in France, Italy and England. Mr. Dodge found the business situation in Europe somewhat subnormal, and reports prices for the French floral products as low. It is the opinion of the Grasse producers that good sized purchases at this time might prove good investments.

N. D. Harvey, Jr., Carbide & Carbon Chemicals Corp., spoke on *New Solvents and their Relation to the Textile Industry* at a meeting of the New York section of American Association of Textile Chemists and Colorists, held February 28.

Germany's dominant soap factor, Henkel & Cie., of Dusseldorf, has acquired majority stock control of Dr. Thompson's Seifenpulver (soap powder) Fabriken, of Dusseldorf and Wittenberg. Thompson Company may be viewed as about the third largest soap factor in Germany, after the Henkel company, and Sunlight company, of Mannheim. Concentration in soap production has become the policy

of the Henkel company, engaged now in various new foundations and plant constructions. It has a Swiss branch at Basel that is also expanding to meet demands of the market there.

Dr. Martin H. Ittner, chief chemist at the Jersey City, N. J. plant of Colgate-Palmolive-Peet Co., gave a talk on *Soap, Its Manufacture and Use* before the Cosmos Club of Jersey City recently.

The All-American Chemical Products Co., Whittier, Cal., is building a plant at Downey. It manufactures *boiler compounds* and other chemical products used in oil field work.

Harold Gilbert is now in charge of retail sales for the Drug Division of Sears, Roebuck & Co. He was formerly sales manager for Van-Vleet Ellis Corp.

Fritzsche Brothers, Inc., 78-84 Beekman Street, New York, N. Y. announce that their Canadian Branch, Fritzsche Brothers of Canada Ltd. located at 93-95 Church Street, Toronto, since 1923 was moved on March 1st to 77-79 Jarvis Street, Toronto. Expansion of the Canadian branch has made this change necessary.

Charles W. Marsh, Jersey City, N. J., has started proceedings to contest the will of his father, the late Charles E. Marsh, retired soap manufacturer. A bequest of \$100 was left to the son, the remainder of the estate to go to the widow and a daughter.

Bristol-Myers Co., New York, makers of Ingram's shaving cream and Ipana tooth paste, has recently started an advertising campaign designed to tell whether the public prefers tubes or jars for the packaging of Ingram's shaving cream. Prizes totaling \$5,000 have been offered for the best letters written on the subject, with the editors of *Liberty* as judges. Previous to a short time ago the cream was marketed only in jars.

The Annual Meeting of the National Cottonseed Products Association will be held at the Roosevelt Hotel, New Orleans, on Monday, Tuesday and Wednesday, May 12th, 13th and 14th.

Eric Vles, treasurer of Polak's Frutal Works, New York, recently returned on the *Vecndam* from a conference with his principals at Amersfoort.

Increase Your Profits by Perfecting Your Product

Specify

DARCO

The Decolorizing Carbon of Controlled Uniform Quality

For the Bleaching or Deodorization of Your Oils and Fats

And Obtain the Standard You Are Seeking

This Trade Mark



On Every Carton

Write for a Free Sample

DARCO SALES CORPORATION

45 EAST 42nd STREET
NEW YORK, N. Y.

Telephone:
Vanderbilt 1592

Cable Address:
DARCOSALE, New York

Say you saw it in SOAP!

SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Any Connection?

CHEMICALLY speaking, the fatty acids are considered as derivatives of true carbonic acid and more recently Langmuir has given the fat molecule a structural form in which the CH_2 groups of the hydrocarbon chain are linked together and packed around the carbonyl group. The characteristics of the fatty acids, roughly speaking, depending on the number of these CH_2 groups that had been built into the molecular structure.

A saturated solution of sodium carbonate contains 14.35 per cent Na_2CO_3 and has therefore, one equivalent of sodium carbonate to 35.15 equivalents of water and this water has a specific volume (35.15×18.8) of 660.8.

Melissic acid $\text{C}_{30}\text{H}_{60}\text{O}_2$ generally given as the highest acid has for its hydrocarbon and hydroxyl portion a calculated specific volume:

$$\left[\begin{array}{ccc} \text{C}_{29} & \text{H}_{59} & \text{OH} \\ (29 \times 11) + (59 \times 5.5) + (13.3) & & 656.8 \\ 319 & 324.5 & 13.3 \end{array} \right]$$

or almost the same specific volume. Might not melissic acid, viewed in this sense, be regarded as completely saturated, in which the number of CH_2 groups packed around the carbonyl group had reached the maximum possible; the rest of the acids appearing to fall in naturally behind this, acquiring their specific characteristics according to the degree of saturation of the carbonyl group and of course the manner of packing. There are other points of resemblance. Is there any connection?

Lawrence, Mass.

G. S. TATE

Iodine Value of Mixed Oils

The following formula for the determination of the respective percentages of two oils in a mixture consisting of only two oils, when the iodine numbers of the oils and that of the mixture are known, was given recently in *Oil & Fat Industries*.

Let N = Iodine number of the less saturated oil

N^1 = Iodine number of the more saturated oil

N^2 = Iodine number of the mixture

Also let x = amount in the mixture of the less saturated oil

y = amount in the mixture of the more saturated oil.

Then, assuming the entire mixture as unity,

$$x + y = 1, y = 1 - x$$

The iodine value relationship may be expressed as:

$$x = \frac{N^2 - N^1}{N - N^1}$$

$$y = 1 - \frac{N^2 - N^1}{N - N^1}$$

For example, the iodine number of a mixture of olive and coconut oils in a certain sample of soap was ascertained by experiment to be 49 per cent. Assuming average iodine numbers of olive and coconut oils to be 84 and 14 per cent respectively, we have the following values for use in our equation: $N = 84$, $N^1 = 14$, $N^2 =$

$$49. \text{ The } x = \frac{49 - 14}{84 - 14} = \frac{35}{70} = 50 \text{ percent, and}$$

$y = 1 - x = 50\%$. The mixture used by the soap-maker is thus revealed as consisting of equal parts of olive and coconut oils.

New Booklet on Extraction

The C. O. Bartlett & Snow Company, of 6200 Harvard Avenue, Cleveland, Ohio, have issued a new brochure, their Bulletin No. 64, entitled "Solvent Extraction of Oils and Greases." This attractively designed and well printed booklet gives a historical outline of the development of Bartlett & Snow percolation and agitation extraction and fully describes the modern equipment being produced for these purposes by the company at the present time. The publication is well illustrated with views of Bartlett and Snow Agitator and Percolator Extractors, and with photographs of various extraction plants in which the equipment is installed. Copies of the bulletin will be mailed upon request to all who are interested.

Great Britain exported 114,802 cwts. of soap products during December, 1929, this material having a value of £265,119. Imports of soap during the same period were 24,099 cwts., worth £56,053.

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

—

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

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NEW YORK CITY

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

A satisfactory naphtha soap is said to consist of twenty parts olein, thirteen parts rosin, twelve parts 40° Be. soda lye, twelve parts alcohol and fifteen parts of naphtha. A larger percentage of solvent can be used for liquid soaps because there is less chance of evaporation of the solvent from the tight containers in which the latter class of soaps is marketed. *Chim. et Ind. Dec. 1929.*

Soaps containing emulsifiers which increase their wetting and lathering power are recommended for manufacture instead of soaps containing solvents on account of the unpleasant odor which the latter impart to washed textiles. *Seifensieder-Ztg. 56, 347-8 (1929).*

Soap described as a good dry-cleaning soap gave the following analysis:

Total fatty matter 82.4%
Total alkalis (K_2O) 12.4%
Free fatty matter 2.1% (Oleic acid)
Volatile 0.1% (Alcohol)
Water 3.0%

The soap was found to be entirely soluble in naphtha, benzol and methanol and to give a perfectly clear, bright yellow solution in naphtha or benzol. Such dry-cleaning soaps are generally prepared by potash saponification of double distilled oleic acid, using the cold process. *Brit. Soap Man. 6, No. 62 3-6 (1930).*

Recently patented cleansing compositions are prepared by treating the polymerization products of drying or semi-drying oils with the sulfonation products of naphtha or similar mineral oils. *Ger. Pat. No. 484,129.*

To manufacture a powdered detergent suitable for use on painted or varnished surfaces, particles of infusorial earth are moistened with a sulfonated oil and admixed with bentonite so that the bentonite forms a coating on the particles of infusorial earth. *U. S. Pat. No. 1,738,967.*

Textile and cutting oils may be prepared from a mixture of rosin and castor oil by first hydrogenating the mixture, then agitating with the necessary amount of dilute caustic soda

solution until a homogeneous mixture is obtained. For cutting oils the caustic soda solution is replaced by one of caustic potash. *Ger. Pat. No. 482,965.*

A new method of cleaning silks recently brought to the attention of the dry cleaning industry is the "strong soap solution" and it is meeting with remarkable popularity and success, according to the *National Cleaner & Dyer*. Set rules for the amount of soap to be used in this formula are not observed by the cleaner. Formulas run from one-fourth pound to a pound and a fourth to the gallon of solvent. The generally accepted amount being about fourteen pounds to thirty-five gallons of solvent with moisture in the form of alcohol, added where solvent conditions permit.

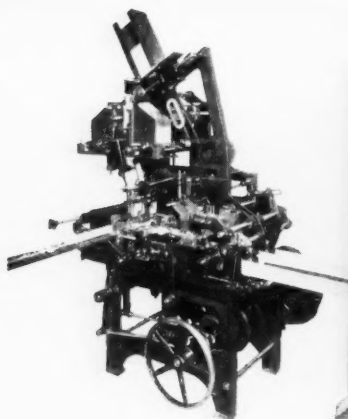
Glycerol paints may be prepared by the dispersion of dry pigments in water-free glycerol and the addition of some film-forming material commonly used in paint, such as a drying oil or an ethereal resin solution. Egg-yolk or gelatine may be added also. *Ger. Pat. No. 484,556.*

A preparation for cleaning, polishing and removing stains from metals contains water, oil of turpentine, caustic ammonia liquor, oleic acid, petroleum and oil of mirbane. *Belg. Pat. No. 360,777.*

A wetting or washing agent, also useful for facilitating solution in the textile industry, is produced by the mixture of an aromatic sulfonic acid with an aliphatic sulfonic acid. *Fr. Pat. No. 661,548.*

A newly patented germicidal soap contains one to fifteen per cent of cresol and one-quarter to three percent of mercuric iodide. *U. S. Pat. No. 1,731,551.*

Since 1926, exports of American toilet preparations to Venezuela have been registering increases. The value of exports during the first 10 months of 1929 (\$174,000) was nearly twice as great as the figure for the entire year of 1926 (\$94,000).



Difficult Wrapping

... yet this machine produces
150 packages per minute

MODEL S—the standard machine for wrapping toilet soap — performs a difficult type of wrapping at high speed. It wraps the soap in an inner wrapper of glassine, folds a piece of cardboard around the cake, and encloses the whole in a printed wrapper, with gummed flaps.

Adjustable for Different Sizes

This machine can wrap more than one size—by means of adjustments

provided, and the use of interchangeable parts.

Special Machines

We have also built special machines for wrapping such well-known toilet soaps as Palmolive, Cuticura, Woodbury's, Pear's, etc.

Bring your packaging problems to us.

PACKAGE MACHINERY COMPANY
Springfield, Massachusetts

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PACKAGE MACHINERY COMPANY

Over 150 Million Packages per day are wrapped on our Machines

Say you saw it in SOAP!

CONTRACTS AWARDED

Carman Co., Houston, was recently awarded 26,000 lbs. laundry soap chips for San Houston quartermaster at 8.69c. lb. Solvay Sales Corp., St. Louis, was awarded 2,100 lbs. soda ash at 2.1c.; 28,700 lbs. washing soda at 2.13c.

Heaney Mfg. Co., Boston, was recently awarded the contract for 5 gals. of liquid soap for Boston quartermaster at 75c. gal. Windsor Soap Co., Washington, awarded a quantity of soap powder at 3.5c.

Swift & Co. was recently awarded the contract for 1,295 lbs. of soap chips for St. Louis medical supply depot at 8.43c.

General Soap Co., San Francisco, was recently awarded 4,800 lbs. laundry soap for Fort Mason at 4.36c.; also 157,080 lbs. at 4.38c. Newell-Gutradt Co., San Francisco, awarded 9,000 cakes floating soap at 2.97c.; also 2,000 cakes scouring soap at 2.2c.; also 6,000 lbs. salt water soap at 3.5c. Procter & Gamble Distributing Co., San Francisco, awarded 5,000 cakes toilet soap at 1c. North Coast Chemical & Soap Works, San Francisco, awarded 2,000 lbs. phosphate cleanser at 6c. Easterday Supply Co., San Francisco, awarded 288 cans metal polish at 14.5c.

Colgate-Palmolive-Peet Co., Chicago, was recently awarded 2,580 lbs. of laundry soap for Fort Brady at 4.99c.; 3,000 lbs. for Chanute Field at 4.99c.; 3,000 lbs. for Des Moines at 4.99c.; 12,000 lbs. for Fort Benjamin Harrison at 4.99c.; 1,800 lbs. for Fort Lincoln at 4.99c.; 1,260 lbs. for Camp McCoy at 4.99c.; 4,200 lbs. for Meade at 4.99c.; 15,000 lbs. for Sheridan at 4.99c.; 10,440 lbs. for Snelling at 4.99c. Geo. E. Marsh Co., Lynn, Mass., was awarded 1,920 lbs. laundry soap for Custer at 4.89c.; 900 lbs. for Erie ordnance at 4.78c.; 1,080 lbs. for Fairfield at 4.83c.; 3,000 lbs. for Hayes at 4.78c.; 4,200 lbs. for Wayne at 4.78c. Armour & Co., Chicago, awarded 240 lbs. laundry soap for Rock Island at 4.9c.; 300 lbs. for Savanna proving grounds at 4.9c.

Windsor Soap Co., Washington, was recently awarded 400 cakes white floating soap for Chicago quartermaster at 5.3c.; 900 cakes

for Chanute Field at 3.15c.; 600 cakes for Savanna proving grounds at 3.15c.; 600 cakes for Sheridan at 3.15c.; 300 cakes for Rock Island at 3.15c.; F. H. Leggett & Co., New York, was awarded 200 cakes of grit soap for Rock Island at 3.39c.; 400 cakes for Camp Custer at 3.29c.; 500 cakes for Harrison at 3.3c.; Day & Frick Soap Works, Chicago, was awarded 400 cakes of grit soap for Des Moines at 3.45c.; 200 cakes for Lincoln at 3.45c.; 500 cakes for McCoy at 3.45c.; 100 cakes for Selfridge at 3.45c.; 800 cakes for Snelling at 3.45c.

United States Soap Co., Cincinnati, was recently awarded 100 cakes grit soap for Maxwell Field at 3.3c.; Francis H. Leggett & Co., New York, was awarded 400 cakes for Jefferson Barracks at 3.17c.; 500 cakes for Fort Crook at 3.77c.; 400 cakes for Omaha at 3.77c.; 500 cakes for Leavenworth at 3.77c. Hunnewell Soap Co., Cincinnati, awarded 400 cakes grit soap for Fitzsimons at 4c.; 1,500 cakes for Warren at 4c.; 400 cakes for Logan at 4c. Windsor Soap Co., Washington, was awarded 400-6 oz. cakes of white floating soap for McClellan at 3.5c.; 1,200 cakes for Oglethorpe at 3.3c.

Colgate-Palmolive-Peet Co., Chicago, was recently awarded 1,500 lbs. of 1 lb. cakes of laundry soap for Maxwell Field at 5.1c.; 3,000 lbs. for McClellan at 4.99c.; 6,000 lbs. for Oglethorpe at 4.99c.; 4,200 lbs. for Thomas at 5.1c.; 3,600 lbs. for Fitzsimons at 5.2c.; 4,800 lbs. for Logan at 5.2c.; 9,780 lbs. for Warren at 5.28c. Peck's Products Co., St. Louis, was awarded 600 lbs. of laundry soap in 1 lb. cakes for Jeffersonville at 4.87c.; 4,020 lbs. for Jefferson Barracks at 4.87c.; 600 lbs. for Scott Field at 4.87c.; 420 lbs. for Hot Springs at 4.87c. Procter & Gamble Distributing Co., St. Louis, awarded 4,740 lbs. for Leavenworth at 4.8c.; 1,020 lbs. for Crook at 4.91c.; 3,600 lbs. for Omaha at 4.89c.; 4,020 lbs. for Riley at 4.89c.

The annual show given by the members of the New York Produce Exchange is scheduled for March 28 at the Hotel Astor. The play, "Seven Chances," is a comedy with music, first played in New York several years ago by Frank Craven.

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(Patents Applied for)

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It gives the soap 2 millings and 1 mixing in one operation.

PRODUCTION, from 1200 to 1400 lbs. finished toilet soap per hour.

Self-aligning roller-bearings—the best in the market—for all rollers and ball bearings for the drive shaft;

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Rugged construction on substantial base plate;

Render it most valuable for progressive soap manufacturers who wish to reduce their production cost.

Inquiries solicited

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NEW YORK, N. Y.

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RECORD OF TRADE-MARKS

The following trademarks were published in the February issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Dee-Hy—This in solid letters describing soaps and scouring powder. Filed by Liquid Dehydration Corp., Chicago, June 14, 1929. Claims use since Sept., 1928.

C-H—This on reverse plate together with words, "clean home," describing cleaners, soaps, polishes, insecticides, disinfectants and deodorants. Filed by Apex Products Corp., Chicago, Sept. 30, 1929. Claims use since Aug. 1, 1929.

Wash Kick—This in broken letters describing washing powders. Filed by Thomas Moffat Co., Indianapolis, Nov. 13, 1929. Claims use since Apr. 23, 1929.

"Ridz"—This in outline letters describing insect repellants. Filed by Midway Chemical Co., Chicago, July 18, 1929. Claims use since Mar. 20, 1929.

White Cross—This in solid letters, together with drawing of cross, describing dentifrices. Filed by Miller & Houghton, Inc., New York, Nov. 11, 1929. Claims use since Mar. 4, 1921.

Liquasepto—This in solid letters describing disinfectant and deodorant. Filed by Illinois Cosmetics Co., Chicago, Dec. 7, 1929. Claims use since Jan. 1, 1909.

Drisudz—This in outline letters describing soap in granular form. Filed by Mitchell Wing Co., Boston, May 22, 1929. Claims use since Feb., 1912.

de Vay—This in solid letters describing soap, shaving cream, cleaners and shampoo. Filed by Archie R. Everson, Newark, Oct. 29, 1929. Claims use since Aug. 1, 1929.

Kryslöh—This in solid letters describing cleaner. Filed by Midland Chemical Laboratories, Dubuque, Dec. 6, 1929. Claims use since Nov. 1, 1929.

Filohtex—This in solid letters describing liquid filter soap. Filed by Midland Chemical Laboratories, Dubuque, Dec. 6, 1929. Claims use since Nov. 1, 1929.

Umake—This in solid letters describing cleaning and polishing material. Filed by Silver Suds Mfg. Co., Philadelphia, Dec. 7, 1929. Claims use since Nov. 5, 1929.

"Zephyr Sweet"—This in solid letters describing toilet soap in cakes and tubes. Filed by Boag, Inc., River Forest, Ill., Dec. 11, 1929. Claims use since June 20, 1929, on soap in tubes, and since Apr. 5, 1929, on toilet soap in cakes.

P - T - R - Dioxy—This in broken letters describing dry cleaning soaps. Filed by Preston T. Rhodes, Philadelphia, Dec. 16, 1929. Claims use since Dec. 1, 1926.

Colgate's Ribbon Dental Cream—This in outline letters on package, describing dental cream. Filed by Colgate-Palmolive-Peet Co., Chicago, Nov. 23, 1929. Claims use since Sept. 15, 1929.

K. C. M.—This in solid letters describing insecticides. Filed by Albert T. Repp, Glassboro, N. J., Dec. 18, 1929. Claims use since Dec. 12, 1929.

Klenexope—This in solid letters describing fabric cleansing soap. Filed by U. S. Sanitary Specialties Corp., Chicago, July 22, 1929. Claims use since Apr. 27, 1928.

Hac—This in shaded letters describing washing powders. Filed by Hac Products, Paynesville, Minn., Nov. 11, 1929. Claims use since Mar. 6, 1929.

Midland Kemloh—This in solid letters describing cleaner. Filed by Midland Chemical Laboratories, Dubuque, Dec. 6, 1929. Claims use since Nov. 27, 1929.

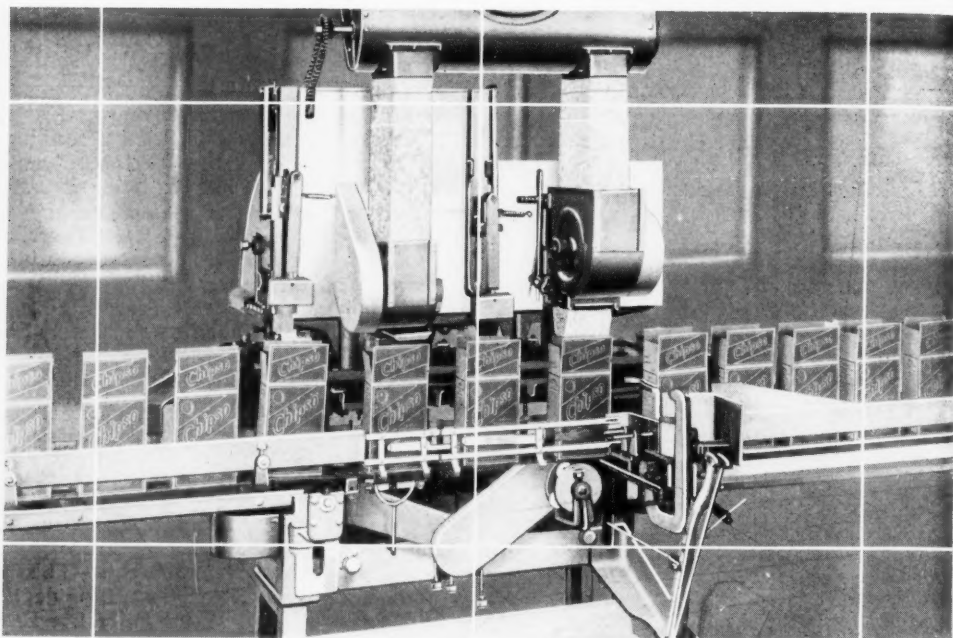
Lohrex—This in solid letters describing cleaner. Filed by Midland Chemical Laboratories, Dubuque, Dec. 6, 1929. Claims use since Nov. 1, 1929.

Koppers—This in solid letters describing disinfectant. Filed by Koppers Products Co., Pittsburgh, July 11, 1929. Claims use since May 24, 1929.

Favo-Rite—This in solid letters describing insecticide. Filed by Urbanco Laboratories, Chicago, Sept. 7, 1929. Claims use since about Jan. 1, 1928.

V-D—This in solid letters describing dis-

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What do you see . . . ECONOMY or WASTE ?

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C. S. du Mont,
Windor House, Victoria St.,
London

Builders Bldg.,
228 No. La Salle St.,
Chicago, Ill.



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infectants and insecticides. Filed by Verminox Laboratories, Newark, Oct. 24, 1929. Claims use since Mar. 1, 1929.

Zephyr Zweet—This in solid letters describing bath salts. Filed by Boag, Inc., River Forest, Ill., Dec. 11, 1929. Claims use since May 10, 1928.

Pythrex—This in solid letters describing extract of pyrethrum. Filed by Cino Chemical Products Co., Cincinnati, Jan. 2, 1930. Claims use since Nov. 26, 1929.

Black Arrow—This in solid letters describing insecticides. Filed by McCormick & Co., Baltimore, Jan. 14, 1930. Claims use since May 1, 1929.

Luxury—This in solid or outline letters describing shaving soap. Filed by J. B. Williams Co., Glastonbury, Conn., Dec. 10, 1929. Claims use since 1893.

Thunderbolt—This in solid letters describing powdered hand soap. Filed by Fred J. Hagerling, St. Louis, Dec. 16, 1929. Claims use since Nov. 9, 1929.

Graf Zep—This in solid letters, with drawing of zeppelin, describing hand soap. Filed by Graf-Zep Specialty Co., Detroit, Dec. 28, 1929. Claims use since June 1, 1929.

Rat's—This in solid letters describing soap. Filed by A. H. Ratterree, Sr., Charlotte, N. C., Jan. 11, 1930. Claims use since Dec. 13, 1929.

Reine—This in solid letters describing toilet soap. Filed by Lesquendieu, Inc., New York, Jan. 13, 1930. Claims use since 1897.

Bluso—This in solid letters describing cake, powdered, liquid and flake soaps. Filed by Chas. W. Young & Co., Philadelphia, Jan. 14, 1930. Claims use since Oct. 5, 1929.

Clean-It—This in solid letters describing soaps, cleaners and polishes. Filed by Clean-It Co., Charlton, Iowa, Jan. 15, 1930. Claims use since Jan., 1927.

Dirt-Gripper—This in solid letters describing soap. Filed by Clean-It Co., Charlton, Iowa, Jan. 15, 1930. Claims use since Jan., 1927.

Radiant—This in solid letters, with drawing of sun, describing shoe polishes. Filed by Radiant Mfg. Co., Chicago, Jan. 18, 1930. Claims use since Sept. 10, 1929.

Beat It—This in solid letters describing insecticides. Filed by Forest Chemical Co., Montreal, July 29, 1929. Claims use since July 10, 1924.

Pinotex—This in broken letters describ-

(Turn to Page 139)

New Patents

Conducted by

Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

1,742,728. Soap-Stick Holder. Patented Jan. 7, 1930 by Philip A. Reutter of Waterbury, Connecticut, assignor to Scovill Manufacturing Co., Waterbury, Conn. In a holder for soap sticks and the like, the combination of a casing, a soap stick holder detachably secured thereto, the holder being formed with a central aperture, and a plug rotatably positioned and frictionally held in the aperture and provided with means adapted to bore into a soap stick on the rotation of the plug for anchoring the soap stick in the holder.

1,743,865. Cleaning and Polishing Compound. Patented Jan. 14, 1930 by Frederick J. Pilgrim of Detroit, Mich. A metal cleaning and polishing compound consisting of the following ingredients in approximately the following proportions by weight: 80 parts of quicklime high in magnesia, 40 parts of kerosene, 20 parts of stearic acid and 20 parts of tallow.

1,743,905. Soap Container. Patented Jan. 14, 1930 by Charlotte Stanley of Detroit, Mich. A soap container having a cover hinged thereon, a removable perforated grating plate in the container, the plate extending over substantially the whole surface within the container exposed when the cover is open, projections on the sides of the grating plate extending under the upper side of the container, the grating plate sides extending downwards and resting against the underside of the container, the container having an outlet opening there-through under the perforated portion of the grating plate, and a closure member adapted to cover the opening.

1,744,061. Shaving Preparation. Patented Jan. 21, 1930 by Nathan Sulzberger of New York, New York. A shaving

(Turn to Page 89)



**ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES**
For the Soap and Insecticide Industries

OIL BERGAMOT- SANDERSON

Take advantage of present low price and cover your future needs.

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Japanese White Camphor Oil
Safrol
Artificial Oil Sassafras
Oil Camphor Sassafrassy

Available supplies of raw materials are limited. We enter contracts now for delivery to end of year.

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OIL NUTMEG
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Market Report on ESSENTIAL OILS AND AROMATICS

(As of Mar. 8, 1930)

NEW YORK—Oils anise, bergamot, citronella and geranium continued to be the interesting features of the essential oil market during the recent period. Anise was a little easier, as arrivals began to come in from China. Bergamot was the subject of an adulteration controversy during the period in the local market. In the Italian market there were reports of expanded production, government financial assistance to the holders of bergamot stocks, and government intervention to control quality. Citronella was quoted higher as it became apparent that 1930 production will be severely curtailed. Geranium declined in price as replacements from primary markets were offered at concessions.

OIL ANISE

This oil continued easier than it has been in recent months, quotations being stabilized at

about \$1.00 lb. Shipments are now coming through from China in small volume, and the acuteness of the spot shortage has been reduced. Arrivals will have to appear in larger volume before a drop in quotations may be expected, as the oil is still in very firm position.

OIL BERGAMOT

Factors in the bergamot market disagree as to whether this oil is being adulterated at the present time. Reports of action by the Italian government to prevent sophistication of the oil were current a month ago, producing advanced quotations from some suppliers. Oil is still obtainable at an inside price of \$2.75 lb. from reputable houses, ranging up to \$3.25 in other quarters. Information from abroad points to an expansion in the production of this oil due to the introduction of labor saving machinery.

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Araucaria Oil

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OIL CITRONELLA

Citronella, Java, is advancing in price at the moment, being quoted at 63 to 65c lb. Figures recently received by one of the principal suppliers in United States predict that the total output this year will not be over 600 tons, as compared with 800 tons in 1929, and 1,300 tons in 1928. The enormous production in 1928 depressed prices on this oil, with the result that its production has been unprofitable during the past two years. Production has consequently been curtailed and will not be increased until sufficiently attractive price levels are again reached.

OIL GERANIUM

Competition among suppliers reduced quotations on geranium oil materially during the recent period. Ample stocks are offered for replacement, at attractive figures, with the result that sellers are attempting to dispose of some of the higher priced stocks now on hand.

Senator Eugene Charabot, heat of Charabot & Cie., Grasse, France, and representative for the Alpes-Maritime district in the French Senate, sailed for France from New York on the S. S. "La France," recently, following his annual visit to his American representatives,

Ungerer & Co., New York. During his short stay Senator Charabot did not leave New York, as he expects to return to this country in the Fall, at which time he will call on the Ungerer customers in the manufacturing toilet goods field.

George G. Fries and Robert Fries, president and secretary-treasurer, respectively, of Fries & Fries Co., aromatic chemicals, Cincinnati, have recently filed an application with the Common Pleas Court asking that the corporation be dissolved and a receiver be appointed to close out the business. The firm is unable to meet certain notes, according to George G. Fries. The firm was incorporated in 1920 with 500 shares of preferred stock, par \$100, and 1,000 shares of common stock, no-par.

P. W. Meyeringh, managing director of N. V. Hercules Powder Company, Rotterdam, Holland, arrived in United States recently to attend the International Naval Stores Conference, held at Jacksonville, Florida, Feb. 24, 25 and 26. N. V. Hercules Powder Company handles the European sale of naval stores for Hercules Powder Company, Wilmington, Delaware.

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Prime Raw Materials for Soapmaking

MADE IN FRANCE

Phenylethyl Alcohol	Phenylacetic Aldehyde
Iso Eugenol	
Flosal (The original Amyl Cinnamic Aldehyde)	
Lavender Oil	Oak Moss Resin

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**Caustic
Soda**

Solid - Flake
Ground - Liquid



**Soda
Ash**

Light - Dense

Columbia Chemical Division

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NEW YORK

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Market Report on SOAP AND DISINFECTANT CHEMICALS

As of March 8, 1930

NEW YORK—Activity in the market for soap and disinfectant chemicals was greater during the recent period than in the past few months, but had not yet regained its normal volume. Suppliers expect that it will take several more months to re-establish normal conditions, and look for better sales after the middle of the year. Alkali shipments were in satisfactory volume considering the shortness of the month of February, although not up to the totals for last year. Glycerine prices were lower at the close of the period, as were quotations on rosin. Movements of the latter product increased as did arrivals at shipping points. Quotations on insect powder were advanced.

ALKALIS

February was a satisfactory month in the sale of the various alkalis. Shipments were considerably under the corresponding totals for 1929, but this was expected in view of

present uncertain conditions. Producers were pleased to see shipments increase over the previous month, this being all the more remarkable because of the shortness of the month of February. Exports of caustic soda from United States in 1929 totaled 118,358,626 lbs., as against 132,319,002 lbs. in 1928, the decline being attributed to expansion of consumption in United States.

GLYCERINE

Glycerine prices were forced lower during the period, due to severe competition for business. Demand was not active, and the market maintained an easy tone through the period. Closing quotations were: C. P., $13\frac{1}{2}$ to $14\frac{1}{2}$ c; dynamite, 11 to $11\frac{1}{4}$ c; saponification, $7\frac{1}{4}$ to $7\frac{1}{2}$ c; and soaps lye, $6\frac{3}{4}$ to 7c lb.

ROSIN

Rosin prices were slightly lower on all grades at the close of the recent period. Inquiry was fairly active, and shipments were larger than they have been previously. In spite of increased

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Bath Salts**

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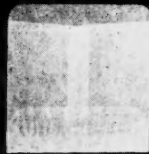
GLASSINE PRODUCTS

OPEN END STYLE

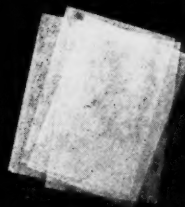
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MOTH PREVENTIVES and DEODORIZING BLOCKS

For Immediate Shipment in 200, 100 or 50 Pound Barrels.

Caustic Soda

{	<i>Fused or Solid Caustic Soda</i>	<i>in Steel Drums</i>	}
	<i>Liquid Caustic Soda</i>	<i>in Tank Cars</i>	
	<i>Flake Caustic Soda</i>	<i>in Steel Drums</i>	
	<i>Ground Caustic Soda</i>	<i>in Steel Drums</i>	
		<i>or Heavy Wooden Barrels</i>	

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—Antimony Trichloride—Ferric Chloride—Sulphur Monochloride—
Sulphur Dichloride—Sulphuryl Chloride—Salt.

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arrivals, stocks were reduced as a result of the heavier shipments. Closing quotations were: B, \$7.45; H, \$8.65; K, \$8.70; N, \$9.00; WG, \$9.00; WW, \$9.25; and wood works, \$6.50.

INSECT POWDER

Quotations on pyrethrum flowers were advanced during the period, as it became apparent that the remainder of the crop is being held in strong hands. Quotations at the close ranged from 28 to 32c lb., according to supplier and quality.

Exports of caustic soda from United States during December, 1929, totaled 8,323,933 lbs., worth \$239,082, with Japan buying 3,131,952 lbs. of this material for \$79,033. Netherland West Indies bought 1,174,936 lbs. Exports of soda ash from United States during the same period totaled 7,630,777 lbs., valued at \$127,418, with Japan, the chief buyer, taking 3,897,836 lbs. for \$60,297.

Albert Delavigne, formerly vice-president and general manager of the George Silver Import Co., New York, has been elected president and treasurer of the company. L. J. Zollinger continues as vice-president and Gabriel Varvat becomes vice-president in charge of the laboratory.

In a meeting held February 25 at the club rooms the Drug and Chemical Club of New York elected the following officers for the coming year: president, John S. Turn, of Aetna Life Insurance Company; vice-president, Fred H. Leonhardt, of Fritzsche Brothers, Inc., treasurer, Harry Clutia, of Westchester Fire Insurance Company; secretary, Theodore Taylor, of Harshaw Chemical Company. The retiring president is Percy C. Magnus, head of Magnus, Mabec & Reynard, essential oils, New York.

The Customs Bureau of the Treasury Department has decided to appeal the recent decision of the Customs Court holding bath salts to be properly dutiable at 25 per cent ad valorem. It holds that such salts should be assessed as a toilet preparation at 75 per cent ad valorem. The bath salts in question were imported by Thomas & Pierson, and were shown to consist of 95 per cent of sodium carbonate and 5 per cent of sodium perborate, with slight additions of odor of rose or pine.

Charles A. Swan was recently re-elected president of Antoine Chiris Company, New York, and was also chosen to succeed Pierre Cunisset as treasurer. Leon Chiris was elected chairman of the board.

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Market Report on TALLOW, GREASES AND OILS

(As of March 10, 1929)

NEW YORK—Prices in the market for oils, fats and greases showed a continued downward movement throughout the recent period. Price changes were very numerous, and with few exceptions they represented revisions to lower levels. Buyers are still in a favorable position with large stocks, and continue to depress prices by refusing to buy except at concessions. Reductions were made in coconut oil quotations, as offerings increased in the face of light demand. Declines were noted on the greases, as competition became keener among the sellers. Tallow was quoted lower in a quiet market. Corn oil also showed a decline during the period, on account of weakness in competing products. Olive oil, palm oil and cottonseed oil were all priced fractionally lower. Slight advances were made in quotations on lard compound, lard oil, and tallow oil, these being the only advances recorded in a generally declining market.

COCONUT OIL

Weakness in coconut oil was noticeable all during the month, resulting from small demand and increased offerings of bulk oil in the primary markets. Manila oil was quoted at 6 $\frac{3}{4}$ to 6 $\frac{7}{8}$ ¢ lb. in tanks at New York, while copra was offered on the Coast at 4¢ lb.

CORN OIL

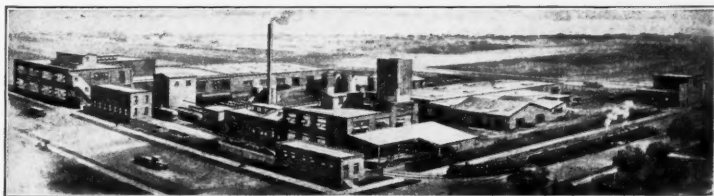
The advance of last period did not hold, as consumers showed little interest in the higher rates, bringing on another decline. Competing suppliers reduced the price on mill tanks to 7 $\frac{5}{8}$ ¢ lb.

COTTONSEED OIL

New low prices for the year were set in the market for refined cottonseed oil during the period, as this oil declined along with the rest of the oils and grains. P. S. Y. oil was available at 8 $\frac{1}{4}$ ¢ lb. at the close of the period, with crude listed at 7¢ lb., inside, for mill tanks.

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Vegetable Oils - Tallow - Greases

Coconut Oil

Olive Oil

Oleo Stearine

Palm Kernel Oil

Olive Oil Foots

Oleo Oil

Olive Oil Foots

Olive Oils

Vegetable Oils

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Bergamot Oil

Finest Italian Talc

Rape Seed Oil

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 GREASE

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 OLIVE OIL FOOTS
 COTTONSEED OIL
 SOYA BEAN OIL
 RAPESEED OIL

 SESAME OIL
 PALM OIL
 PALM KERNEL OIL
 COCOANUT OIL
 CORN OIL

Use NEW-O-SAPINE to overcome your soap troubles.

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GREASE

Grease prices were shaded all along the line as sellers entered into severe competition for a limited amount of business. House and yellow grease were offered at 55¢ lb., at the close the lowest level which has been reached in many months.

LARD

Lard was unchanged in price and enjoyed a fairly good demand through the period just closed. Lard compound was one of the few items to show an advance, being quoted at 10 $\frac{3}{4}$ lb. at the close, $\frac{1}{4}$ ¢ lb. above the close of the previous period.

MENHADEN OIL

Menhaden oil again declined, registering a drop of 5¢ gal., after falling 4¢ last period.

TALLOW

A lack of demand for tallow sent prices down $\frac{1}{2}$ ¢ to 1¢ lb. in the various grades during the recent period. The market was steady at the decline, with light offerings on the part of suppliers.

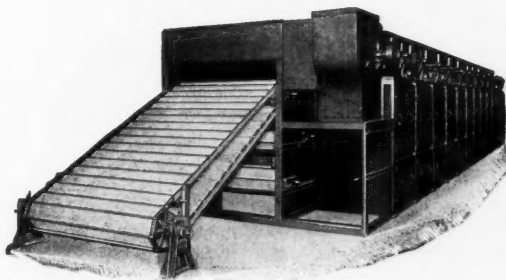
The American Tung Oil Company, a new \$1,000,000 corporation with headquarters in Chicago, is reported to have purchased 10,000 acres at Bond, near Wiggins, Mississippi, upon which tung trees will be planted this year.

Over \$800,000 in profit sharing dividends was paid or credited during the year 1929 to employees of Procter & Gamble Co. located in plants and offices throughout the United States and Canada, according to an announcement made by officials of the company. This sum, according to the announcement, is the largest ever distributed among the workers as their share of the company's profits for a single year. The employees who are members of the company's Profit Sharing Plan either own outright or have subscribed for 226,900 shares of common stock, having a market value today of over \$15,000,000. To celebrate this record year for profit sharing members, the employees of the company in all parts of the country held demonstrations during the month.

During 1929, the Newfoundland whale catch totalled 1,085 whales, 700 of them being sperm whales, and the output was 612,000 gallons of oil and 1,060 tons of guano, having a total value of \$359,000, according to a report from Consul Warren at St. Johns, Newfoundland.

Stocks of crude cottonseed oil on hand in United States, Jan. 31, 1930, were 126,525,469 lbs., as against 141,243,476 lbs. on hand at the same time in 1929. Stocks of refined oil were 465,225,978 on Jan. 31, 1930, against 511,337,515 lbs. on hand Jan. 31, 1929.

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stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

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 Liquid Soap
 Liquid Soap Base
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 Shampoo Base

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 Dry Cleaning Soap
 Auto Soap
 Pine Oil Soap
 Castile Soap
 Chip Soap

Oil Soap
 Grit Soap
 Mechanic's Soap
 Paint Cleaner
 Green Soap
 Liquid Scrubbing Soap

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CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P. drums	lb.	.11 1/4	.14
Acid, Boric, bbls. 99 1/2 %	ton	135.00	162.50
Cresylic, 97 %, dk., drums	gal.	.58	.60
97-99 %, pale drums	gal.	.65	.74
Formic, 90 %, tech.	lb.	.10 1/2	.12
Oxalic, bbls.	lb.	.11 1/4	.11 1/2
Salicylic, tech.	lb.	.33	.37
Adeps Lanae, hydrous, bbls.	lb.	.14	.15
Anhydrous, bbls.	lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls.	gal.	2.63	2.74
Complete Denat., No. 5, drums, ex. gal.		.50	.58
Alum, potash, lump	lb.	—	.03 1/2
Ammonia Water, 26° drums wks.	lb.	.03	.03 1/2
Ammonium Carbonate, tech., bbls.	lb.	.12	.13
Bay Rum, Porto Rico, denat. bbls.	gal.	.75	.80
St. Thomas, bbls.	gal.	.75	.80
Domestic, bbls.	lb.	.70	.75
Benzaldehyde, U. S. P.	lb.	1.15	1.30
Technical	lb.	.60	.65
Bleaching, Powder, drums	100 lb.	2.00	2.60
Borax, pl., cryst., bbls. kgs.	ton	66.00	77.50
Carbon Tetrachloride, car. lots	lb.	.06 1/4	.07
Carbon Tetrachloride, L. C. L.	lb.	.06 1/2	.10
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	10.00	25.00
Cresol, U. S. P., drums	lb.	.14	.17
Creosote Oil, tanks	gal.	.13	.16
Formaldehyde, bbls.	lb.	.07 1/2	.08
Fullers Earth	ton	15.00	30.00
Glycerine, C. P., drums	lb.	.13 1/2	.14 1/2
Dynamite, drums	lb.	.11	.11 1/4
Saponification, tanks	lb.	.07 1/4	.07 1/2
Soaps, Lye, tanks	lb.	.06 3/4	.07
Hexalin, drums	lb.	—	.60
Kieselguhr, bags	ton	35.00	—

Lanolin, see Adeps Lanae.			
Lime, live, bbls.	per bbl.	1.70	2.20
Menthol, cases	lb.	4.00	4.15
Synthetic, tins	lb.	3.00	3.75
Mercury Bichloride, kegs	lb.	1.65	1.80
Naphthalene, ref. flakes, bbls.	lb.	.04 1/2	.05 1/4
Nitrobenzene (Myrbane) drums	lb.	.09 1/2	.10 1/2
Paradichlorobenzene, bbls., kegs	lb.	.17	.25
Parafomaldehyde, kegs	lb.	.38	.39
Petrolatum, bbls. (as to color)	lb.	.02 3/4	.08 3/4
Phenol (Carbolic Acid), drums	lb.	.14 1/4	.15
Pine Oil, bbls.	gal.	.60	.72
Potash, Caustic, drums	gal.	.06 1/4	.06 3/4
Flake	lb.	.06 1/2	.08
Potassium Bichromate, casks	lb.	.09	.09 3/4
Pumice Stone, powd.	100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lbs.	bbl.	7.45	8.65
Grade K to N	bbl.	8.70	9.00
Grade WG and WW	bbl.	9.00	9.25
Wood, works	bbls.	—	6.50
Rotten Stone, powd., bbls.	lb.	.02 1/4	.04 1/4
Silica, Ref., floated	ton	22.00	30.00
Soap, Mottled 40 lb. box	lb.	.15	—
Powdered White, U. S. P.	lb.	.29	.30
Green, U. S. P.	lb.	.07 3/4	.08 1/4
Whale Oil, bbls.	lb.	.04	.05 1/4
Soda Ash, Contract, wks., bags, bbls.			
Five bbls., up, local	100 lb.	1.32	1.55
Soda Caustic, Cont., wks., sld.	100 lb.	2.34	2.49
Five drums up, solid, local	100 lb.	2.90	—
Five drums up, grnd. flk.	100 lb.	3.76	3.91
Soda Sal., bbls.	100 lb.	4.16	4.31
Sodium Bifluoride	lb.	1.00	1.15
Sodium Chloride (Salt)	ton	.17 1/4	.19
		20.00	25.00

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Sodium Fluoride, bbls.lb.	.08½	.09
Sodium Hydrosulphite, bbls.lb.	.23	.27
Sodium Phosphate, bbls.lb.	.03¾	.04
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drum, 100 lb.	.70	.80
Drums, 60 deg., wks.100 lb.	1.65	—
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25%gal.	.26	.30
Zinc Oxide, lead freelb.	.06½	.07
Zinc Stearate, bbls.lb.	.24	.26

Oils—Fats—Greases

Castor, No. 1, bbls.lb.	.12¼	.12½
No. 3, bbls.lb.	.11¾	.12
Coconut, tanks, N. Y.lb.	.06¾	.067½
Tanks, Coastlb.	.06¾	.06½
Fatty acids, mill, tankslb.	.097½	—
Cod, Newfoundland, bbls.gal.	.52	.56
Copra, bags, Coastlb.	.04	—
Corn, tank, millslb.	.075½	—
Bbls., N. Y.lb.	.10	Nom.
Fatty acidlb.	.075½	—
Cottonseed, crude, tanks, milllb.	.07	.07½
PSY'lb.	.08¼	.08¾
Fatty Acids, mill, bbls.lb.	.077½	—
Degras, Amer., bbls.lb.	.03¾	.04½
English, bbls.lb.	.04½	.05
German, bbls.lb.	.03¼	.03¾
Neutral, bbls.lb.	.07¾	.09
Greases, choice white, bbls., N. Y.lb.	.06	.07½
Yellowlb.	.05¾	.05¾
Brownlb.	.05½	.05¾
Houselb.	.057½	.05¾
Lard, prime, steam, tierceslb.	.10½	—
Compound tierceslb.	.10¾	.11
Lard Oil, edible primelb.	.13¼	—
Extra, bbls.lb.	.11½	—

Extra, No. 1 bbls.lb.	.11	—
No. 2, bbls.lb.	.10	—
Linseed, raw, bbls., spotlb.	.1400	.1480
Tanks, rawlb.	—	.1320
Boiled, 5 bbls. lotslb.	—	.1520
Menhaden, Crude, tanks, Balt.gal.	.45	Nom.
Light pressed, bbls.gal.	.58	.60
Yellow, bleached, bbls.gal.	.63	.62
Extra bleached, bbls.gal.	.68	.65
Oleo Oil, No. 1, bbls., N. Y.lb.	.12¾	—
No. 2, bbls., N. Y.lb.	.11¾	—
Olive, denatured, bbls., N. Y.gal.	.82	.90
Shipmentsgal.	.80	.82
Foots, bbls., N. Y.lb.	.07½	.07¾
Shipmentslb.	.07½	—
Palm, Lagos, casks spotlb.	.07¼	.07¾
Shipmentslb.	.067½	.07
Niger casks, spotlb.	.06¾	.067½
Shipmentslb.	.06½	.06¾
Palm Kernel, pkgs.lb.	.07¾	.07¾
Tank carslb.	.07½	.07¼
Peanut, refined, bbls., N. Y.lb.	.12½	.13
Crude, bbls., N. Y.lb.	.09¼	.09¾
Red Oil, distilled, bbls.lb.	.10½	.10¾
Saponified, bbls.lb.	.10¾	.10¾
Tankslb.	.09¼	—
Soya Bean, crude tks., Pac. Coastlb.	.07¼	.09½
Crude, bbls., N. Y.lb.	.11¼	.11½
Refined, bbls., N. Y.lb.	.13	.13¼
Stearic Acid		
Double Pressedlb.	.14½	.15
Triple pressed, bgs.lb.	.16½	.17
Stearine, oleo, bbls.lb.	.09¾	.09¼
Tallow, fancy, f. o. b. plantlb.	.07¾	.07¾
City, ex. loose, f. o. b. plantlb.	.067½	—
Tallow ois, acidless, tanks, N. Y.lb.	—	.10
Bbls., c/l, N. Y.lb.	—	.10¼
Whale, nat. winter bbls., N. Y.gal.	—	.78
Blchd., winter, bbls., N. Y.gal.	—	.80
Extra blchd., bbls., N. Y.gal.	—	.82

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Caustic Soda

"STAUFFER BRAND" Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

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Essential Oils

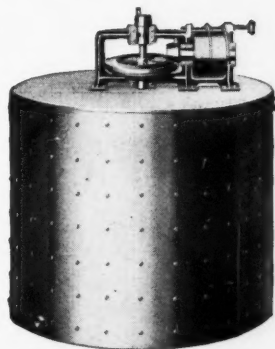
Almond, Bitter, U. S. P.lb.	2.50	2.75
Bitter, F. F. P. A.lb.	2.90	3.10
Sweet, canslb.	.57	.60
Apricot, Kernel, canslb.	.35	.36
Anise, canslb.	—	—
U. S. P. canslb.	1.00	1.10
Araucaria, caseslb.	1.75	1.80
Bay, tinslb.	2.20	2.40
Bergamot, copperslb.	2.75	3.25
Artificiallb.	2.00	3.25
Birch Tar, rect., bot.lb.	.45	.50
Crude, tinslb.	.13	.14
Bois de Rose, Brazilianlb.	1.20	1.30
Cayennelb.	1.85	1.95
Cade, canslb.	.26	.27
Cajuput, native, tinslb.	.75	.80
Calamus, bot.lb.	3.25	3.50
Camphor, Sassy, drumslb.	.25	—
White, drumslb.	.25	.26
Cananga, native, tinslb.	2.50	2.75
Rectified, tinslb.	3.00	3.25
Caraway Seedlb.	1.70	1.85
Cassia Redistilled, U. S. P., cans..lb.	1.35	1.40
Cedar Leaf, tinslb.	1.05	1.10
Cedar Wood, light, drumslb.	.26	.28
Citronella, Java, drumslb.	.63	.65
Citronella, Ceylon, drumslb.	.57	.59
Cloves, U. S. P., canslb.	1.55	1.60
Copaibalb.	.31	.33
Eucalyptus, Austl., U. S. P., cans—lb.	.50	.52
Fennel, U. S. P., tinslb.	.95	1.00
Geranium, African, cans.....lb.	4.00	4.50
Bourbon, tinslb.	3.75	4.25
Hemlock, tinslb.	1.00	1.10
Lavender, U. S. P., tinslb.	2.60	5.00
Spike, Spanish, canslb.	.90	1.10
Lemon, Ital., U. S. P.lb.	1.90	2.50
Lemongrass, native, canslb.	.78	.80
Linaloe, Mex., caseslb.	2.30	2.40
Neroli Artificiallb.	10.00	20.00
Nutmeg, U. S. P., tinslb.	1.70	1.80
Orange, Sweet, W. Ind., tinslb.	3.00	3.10
Italian, cop.lb.	3.30	3.65
Distilledlb.	1.70	1.95
Origanum, cans tech.lb.	.25	.30
Patchoulilb.	6.50	7.00
Pennyroyal, dom.lb.	1.65	1.70
Importedlb.	1.15	1.20
Peppermint, nat. caseslb.	3.00	3.15
Redis, U. C. P., caseslb.	3.15	3.25
Petit Grain, S. A., tinslb.	1.80	1.90
Pine Needle, Siberianlb.	.65	.70
Rose, Naturaloz.	15.00	21.00
Artificialoz.	2.00	2.75
Rosemary, U. S. P., drumslb.	.40	.45
Tech., lb. tinslb.	.30	.35
Sandalwood, E. Ind., U. S. P.lb.	8.50	8.75
Plaimar Australianlb.	5.65	—
Sassafras, U. S. P.lb.	1.20	1.30
Artificiallb.	.29	.32
Spearmint, U. S. P.lb.	4.50	4.75
Thyme, red, U. S. P.lb.	.70	.80
White, U. S. P.lb.	.85	.90
Tech.lb.	.60	.70
Vetivert, Bourbonlb.	6.00	6.25
Javalb.	20.00	22.00
Yang Yang, Bourbonlb.	8.00	9.00



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Regardless what you may require in soap mixing equipment, Patterson can supply your every need—whether it be a single Agitating Mechanism to replace an old one or an entire battery of Jacketed Mixers, designed for high or low pressure steam operation as you may require, and completely equipped with Agitators, Stirrers and Fittings.

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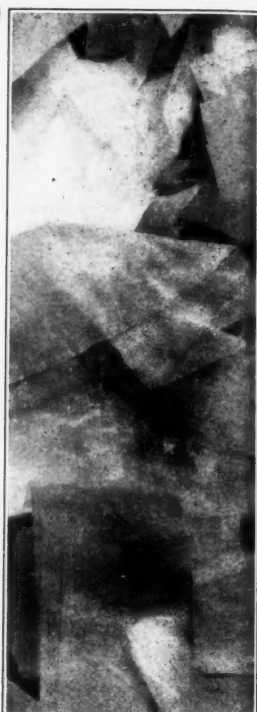
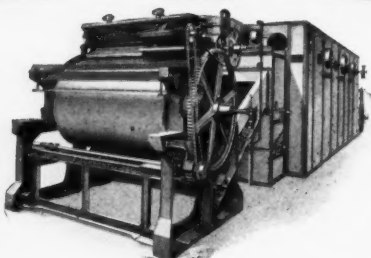
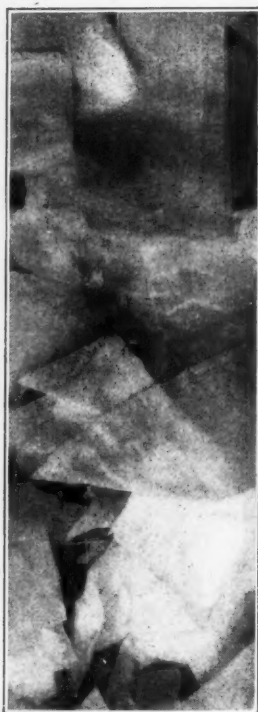
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Acetophenone, C. P.lb.	3.00	3.75
Amlyl Cinnamic Aldehydelb.	4.00	8.00
Anethollb.	1.85	1.90
Benzaldehyde, tech.lb.	.60	.65
F. F. C.lb.	1.35	1.50
Benzyl Acetatelb.	.95	1.25
Alcohollb.	1.25	1.35
Citrallb.	2.75	4.00
Citronellallb.	2.00	3.00
Citronellollb.	3.50	5.00
Citronellyl Acetatelb.	13.00	14.00
Coumarinlb.	3.50	4.00
Diphenyl oxidelb.	.90	1.15
Eucalyptol U. S. P.lb.	1.00	1.05
Eugenol, U. S. P.lb.	3.25	3.50
Geraniol, Domesticlb.	2.65	2.75
Importedlb.	3.00	3.25
Geranyl Acetatelb.	2.75	3.50
Hellotropin, dom.lb.	1.90	2.00
Importedlb.	2.35	2.60
Hydroxycitronellallb.	5.50	6.00
Indol, CPoz.	6.00	6.50
Iononelb.	5.00	10.00
Iso-Eugenollb.	4.25	4.50
Linaloollb.	3.25	5.00
Linalyl Acetatelb.	4.25	7.50
Menthollb.	4.90	5.25
Methyl Acetophenonelb.	3.75	4.25
Anthraniolatelb.	2.25	2.40
Paracresollb.	8.00	9.00
Salicylate, U. S. P.lb.	.40	.43
Mirbane, rect.lb.	.10	.13
Musk Ambrettelb.	6.50	7.00
Ketonelb.	7.50	8.00
Xylenelb.	2.15	2.75

Phenylacetaldehydelb.	7.50	9.00
Phenylacetic Acid, 1 lb. bot.lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.lb.	4.50	6.50
Rhodinollb.	12.00	18.00
Safrollb.	.44	.46
Terpineol, CP, 1,000 lb. drs.lb.	.30	.32
Canslb.	.32	.34
Terpinyl Acetate, 25 lb. canslb.	2.20	1.15
Thymol, U. S. P.lb.	2.20	2.40
Vanillin, U. S. P.lb.	6.25	7.00
Yara Yaralb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.lb.	.28	.32
Concentrated Extractlb.	2.05	2.12
Gums—		
Arabic, Amb. Sts.lb.	.20	.21
White, powderedlb.	.26	.27
Karayalb.	.13	.30
Tragacanth, Aleppo, No. 1lb.	1.28	1.40
Sortslb.	.50	—
Turkish, No. 1lb.	1.00	Nom.
Waxes—		
Bayberry, bgs.lb.	.27	.29
Bees, whitelb.	.50	.55
African, bgs.lb.	.30	.31
Refined, yel.lb.	.36	.37
Candelilla, bgs.lb.	.19½	.20
Carnauba, No. 1lb.	.31	.32
No. 2, Yel.lb.	.29	.30
No. 3, Chalkylb.	.23	.23½
Japan, caseslb.	.15¼	.05½
Paraffin, ref. 125-130lb.	.04¼	.05¼

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White Crystals with Fine Natural Odor for
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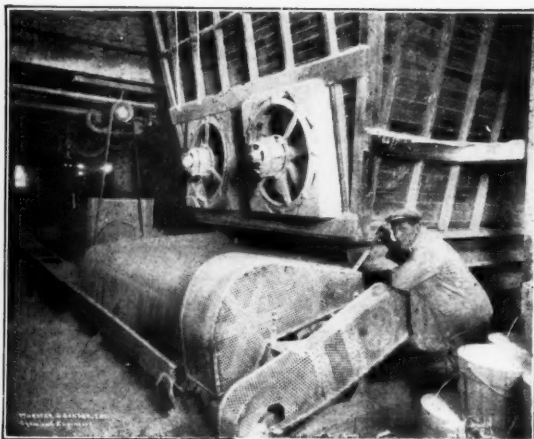
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The spray process of producing soap powder is now displacing the old chilling-roll method in large plants.

The product is granular and more pleasing in appearance than the fine, dusty powder scraped off of rolls.

There is no refrigeration required. Less labor and power are required. Manufacturing costs are cut in half.

**New Plants Designed—
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Complete plants for
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Distillation, Fat Splitting, Stearic Acid
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WURSTER & SANGER, INC.
5201 Kenwood Avenue
CHICAGO

Say you saw it in SOAP!

Soap Patents

(From page 29)

acidifying it, for the purpose of binding the alkali. Still another process of making washing compounds consists of using the first products of the action of alkalis upon proteins (such as casein or the basic salts of protalbin and lysalbin acids), and removing the excess alkalinity by dialysis. It has also been proposed to produce a washing medium for use with unsoftened or salt water by treating at a high temperature oleins from cocoa fat, and materials rich in protein, with a highly concentrated caustic lye. In this process the proteins are converted into amino-fatty acids and at the same time into the corresponding basic salts.

The characteristics of the method of producing a neutral soap of patent 1,523,074, dated January 13, 1925 to Kirchfeld, lie in heating decomposed albumens in the form of proteins and amino-acids with a large excess of alkali until a substantial emission of ammonia results, a metallic salt being added to combine with the excess lye, and, as the mass starts to solidify, it is added to an aqueous saturated soap nucleus.

For example, 50 kg. of well decomposed albumens in the form of bone-jelly and the like are heated with 17 kg. of soda lye to about 70 deg. C. After the maximum emission of ammonia, 20 kg. of alum are added. After conversion and concentration of the mass, it is added to the same quantity by weight of a soap nucleus. In this way, an inexpensive soap is produced which has exceptional washing properties and which does not injure fabrics. This result is based upon the substitution of part of the fatty-acids usually employed by decomposed protein products such as albumenoids. These colloids are preferably used in a quantity of at least 15 per cent. They not only effect a substantial saving of fatty-acids (a mixture of 23.5 per cent of fatty-acids with 16.5 per cent of products of decomposed albumen having at least the same washing power as that of an ordinary commercial soap containing 40 per cent of fatty-acids), but the non-soap colloids increase the washing properties of the soap considerably. This is due to the increase in the viscosity of the solution, the quantity of effective suds, and the surface tension, and in general to the peculiar structure of the entire soap system, the added metallic salts contributing thereto in that they increase the effect of the other component parts substantially and at the same



5 GALLON NO. 9U

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Every feature of BENETCO pails, cans, or barrels represents the best of 2 generations of experience in furnishing the requirements of every industry. This proved ability to make shipping containers for every purpose should make you a user of BENETCO service.

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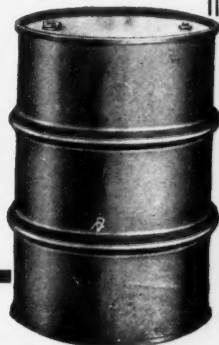
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COMPANY, Inc.**

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RAW MATERIALS for SOAP MAKERS

Specializing in

Olive Oil Foots
Olive Oil
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Glycerine
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Fats, Oils, Greases

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Caustic Soda

Soda Ash

Agents for

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Bergamot, Lemon and Orange Oils

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time eliminate as far as possible the usual disagreeable odor characteristic of decomposed allumens.

(To be continued)

Spanish Producers May Organize

According to recent advices from the Consular Office at Madrid, the Spanish Press is inclined to attribute the high price of olive oil to consumers to the operations of an excessive number of middlemen. According to local opinion, olive oil reaching the consumer through these channels increases in price from 30 to 40 percent. The belief recently expressed by some authorities that if the producers were to organize on a solid basis the natural result would be to reduce the number of middle men has been accepted. Granted that the producers did organize either by towns, regions, or on a national basis, they would not only control the domestic market, but would be in a more favorable position to regulate exportation. Although olive oil exportation from Spain has averaged around a half million quintals annually over the period of the last 28 years, it is not consistent from season to season. If the crop in Spain is light, the producers are not able to attend to the demands from

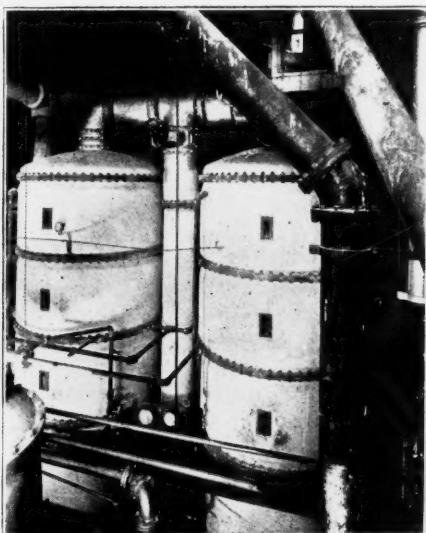
the outside. The only solution to this question would be in the formation of an organization of the producers with a view to maintaining regularity in exportation. To accomplish this, however, and to eliminate such countries as France and Italy from acting as intermediaries in the sale of Spanish olive oil, it would be necessary to have disposable stocks on hand at all times. This is said to be impossible at the present time.

Rosin Receipts Increase

Receipts and stocks of gum rosin at the three ports of Savannah, Jacksonville, and Pensacola as published in the Savannah Weekly Naval Stores Review, issue of February 15, 1930, were as follows:

	1929-30 Season Rd. Barrels	1928-29 Season Rd. Barrels
Gum Rosin Receipts April 1 to Feb. 13	1,336,729	1,161,345
Gum Rosin Stocks February 13	206,780	197,937

Receipts during the 1929-30 season to date have been 175,384 barrels more than for the 1928-29 season to date. Stocks February 13, 1930, were slightly higher than at this time



Garrigue Double Effect Evaporators with 1500 Sq. Ft. of Heating Surface in Each Effect

GARRIGUE Evaporator Design provides for—

Controlled circulation of the liquor in the tubes.

Ample space above the tubes for the release of vapors.

Expansion and contraction of tubes without the use of packing.

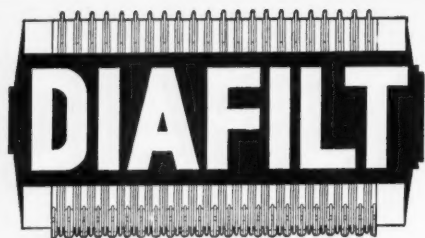
Heavy construction of the best materials available.

Catchall elevated to barometric height.

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GLYCERINE RECOVERY

Glycerine Distillation Oil Refining
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A Diatomaceous Earth of
Quality that You Can
Prove By Test.

Uniform in efficiency
Dependable in supply
Economical in cost

and an efficient service in-
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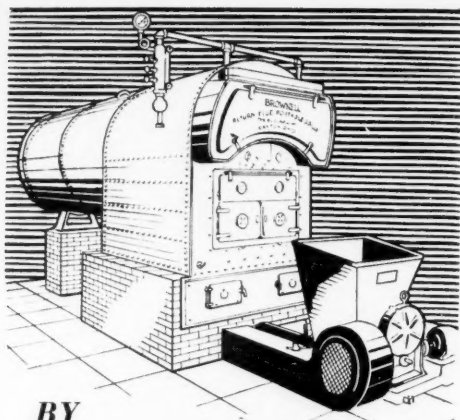
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of today? Any wonder that the
Brownell line of riveted steel boilers
is known the world over, sold the
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Any wonder that the Brownell Auto-
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considering the experience that lies
behind it?

*Boiler Bulletin B-9
Stoker Bulletin S-51*

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ESTABLISHED 1855

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BOILERS - STOKERS

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last season. Practically all of the increased production appears to have been consumed or at least to have passed into the hands of consumers. The price of the various grades is from 75c. to \$2.80 less than at this time last year.

New Patents

(From page 59)

preparation free from phenolesters of higher fatty acids, and comprising a saponaceous material and adrenalin.

1,743,054. Process for Rendering Harmless Substances Which Cause Hardness in Soaping and Washing Operations and for the Production of Means Suitable Therefor. In a process of laundering in hard water; the method of rendering harmless the substances contained in the water and which cause hardness thereof, consisting in adding to the water and ordinary soap an amount of another soap which is insensitive to the substances and produced by saponifying sulphonated fats or the like in a proportion less than the quantity chemically equivalent to the substances contained in the water.

In connection with the recent move of Container Corp. of America, Chicago, in taking

over Sefton Manufacturing Corp., Chicago, and Dixon Board Mills, Carthage, Ill., the following details have recently been made public: The Sefton Company, manufactures a full line of corrugated fibreboard products, paper pails and folding boxes. The entire personnel of the Sefton Container Corporation will be taken into the Container Corporation of America. The operation of Dixon Mills will be completely absorbed into Container Corporation of America. Mr. Dixon will be President of the Sefton Container Corporation and a Vice President of the Container Corporation of America, as well as a Director and a member of the Executive Committee of the Container Corporation.

Over one-half of the 4,000 tons of olive oil foots produced in Tunisia is employed in the local manufacture of Castile soap. The caustic soda is imported chiefly from France. Imports were: 1914, 434 tons; 1926, 507 tons; 1927, 595 tons; and 1928, 507 tons. The soap, produced by a number of small manufacturers, is uneven in quality, and finds its only local outlet among the poor native classes of the population. About one-half of the soap is exported, chiefly to Malta, Egypt and Tripoli.

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INSECTICIDE AND DISINFECTANT REVIEW

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*.
Harry W. Cole, Holbrook, Mass., Secretary.

The Terry Patent Decision

AS had been more or less confidently expected in the insecticide industry, the decision of Judge Norcross of the United States District Court, rendered late in February, holds the Terry Patent to be in fact invalid. The complaint of the Terry Fly Spray Company against the An-Fo Manufacturing Co. for infringement is dismissed. It is evident from the opinion of Judge Norcross that the Court was convinced that liquid petroleum pyrethrum insecticides had been made and sold generally at least two years prior to the time of filing the patent application and that they do not represent a patentable invention.

This decision in the Terry case removes the uncertainty which has been hovering about the insecticide industry for the past several years. It clears the atmosphere and removes any doubts. Liquid pyrethrum insecticides can be made by any who may choose to make them. Doubt has been expressed that the plaintiff will appeal from the decision owing to the weight of evidence in favor of the defendant and the very definite and positive character of the decision.

To those manufacturers who stepped to the fore and joined actively in supporting the defense of this suit, the insecticide industry owes a debt of gratitude. Others in the industry who took no part in the defense, either financial or otherwise, will benefit nevertheless by the activity of those who supported the defense. The industry is indeed fortunate in that there were at least a few manufacturers who saw the necessity of defending this suit promptly and adequately. To them is the credit due for its successful termination.

Exports of metal and stove polishes from United States during November, 1929, totaled 219,313 lbs., worth \$24,131, with Java and Madura leading the buyers by taking 75,535 lbs. for \$5,381. Shoe polishes amounting to 238,150 lbs., worth \$68,558 were shipped abroad, Egypt, the chief customer, taking 49,927 lbs. for \$10,299. Exports of floor wax, wood and furniture polishes totaled 102,296

lbs., worth \$22,581, while automobile polish exports totaled 99,390 lbs., worth \$27,866.

Emulsion-forming insecticides of superior keeping qualities are produced by the addition of fatty acids, abietic acid or naphthenic acids to a petroleum extraction of pyrethrum flowers. Fr. Pat. No. 660,982.

Governmental Cooperation

WITHIN the past two months, the Food, Drug & Insecticide Administration of the Department of Agriculture has sent out to interested manufacturers and has also supplied copies for distribution through the office of the Secretary of the Insecticide & Disinfectant Manufacturers Association, two treatises covering labelling of fly sprays for animals and of coal tar mange remedies. In both of these, the Government makes very clear what these products will and will not do. It explains in detail how they can and cannot be labelled.

A careful reading of these two bulletins should clear up any misunderstanding as to the effectiveness or limitations of such products in the minds of manufacturers. Those products which have been on the market for some time can well be checked up in the matter of label claims with the bulletins. We recommend a careful reading of the bulletins by all interested manufacturers and adjustment of labels accordingly. If copies of the bulletins are not available, reprints of them are given in this and the preceding issue of *Soap*.

The issuance of these bulletins by the Food, Drug & Insecticide Administration represents positive, definite and helpful cooperation by the Administration with American manufacturers. It is a cooperation of which manufacturers are urged to take full advantage, because through it, manufacturers can, if they will, keep clear of label difficulties and governmental action against their products. In order to aid in disseminating the information as issued by the Administration, we shall publish all bulletins in full when they are available.

The Insecticide and Disinfectant Manufacturers Association

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Notes of the Trade

Robert C. White Co. has moved from 300 Chestnut St., Philadelphia, to the Falls of Schuylkill, also in Philadelphia, where all manufacturing will be concentrated. The new plant has not yet been completed, although parts are in operation.

Net income of Lehn & Fink Products Company and subsidiaries for 1929, was \$1,721,608 after depreciation, Federal taxes, etc., equivalent to \$4.10 a share on 419,166 no-par shares of common stock. This compares with \$1,906,269 or \$4.59 a share on 415,000 shares in 1928.

Tar Products Corporation, Providence, R. I., has changed its corporate title to American Tar Products Company of New England, by action of its stockholders. There has been no change in personnel or in any respect except corporate title.

Hockwald Chemical Co., makers of soaps and disinfectants, San Francisco, has recently occupied new and enlarged quarters. The company has also opened offices in Los Angeles and Seattle, and is planning to expand its export business.

Sherwin-Williams Co., Cleveland, recently took over John Lucas & Co., paint and varnish manufacturers of Philadelphia. This concern owns an operating interest in Lucas Kil-tone Co., Vineland, N. J., makers and distributors of insecticides and fungicides. No changes will be made in organization, policies or relationships of the merged companies, according to a Sherwin-Williams statement, and all companies will continue to act as separate and distinct units.

Fire destroyed turpentine and chemicals, valued at \$25,000, in the Kearney, N. J., plant of White Tar Co. recently. The company is a subsidiary of Koppers Products Co., of Pittsburgh.

Filmaseal, a new leak-proof can and bottle seal which fits under the metal cap, has been announced by Ferdinand Gutmann Co., Brooklyn. The new seal is a transparent film and hermetically seals the container independently of the cap. The contents of the container cannot be removed without breaking the seal. It is not affected by mineral oils.

Terry Patent Held Invalid

THE Terry Fly Spray Patent, No. 1,599,851, issued Sept. 14, 1926, covering insecticides made by the extraction of pyrethrum flowers with petroleum, was declared invalid in an opinion rendered late in February by District Judge Frank H. Norcross in the U. S. District Court at San Francisco. This decision against the validity of the Terry Patent was handed down in the suit of the Terry Fly Spray Co. of California against the An-Fo Manufacturing Co. of Oakland, Calif. for infringement. The complaint of the Terry company was dismissed with costs to the defendant, An-Fo, which dismissal was equivalent to invalidating the patent.

The original suit was entered about a year ago against J. B. Rosefield, doing business as the An-Fo Manufacturing Co. The defendant appealed to other manufacturers in the industry for aid in defending the suit which suit was considered to effect every manufacturer of pyrethrum sprays in the country.

Those who contributed to the fund, in accordance with the statement of the defense at the opening of the trial last September, include: American Oil & Disinfectant Co.; Black Flag Co.; Cenol Co.; Dethol Mfg. Co.; Gulf Refining Co.; McCormick & Co.; Edgar A. Murray Co.; George H. Nowland Co.; Pease Laboratories; William Peterman, Inc.; John Powell & Co.; Rigo Mfg. Co.; Sinclair Refining Co.; Stanco, Inc.; Standard Oil Co. of Indiana; Standard Oil Co. of Ohio; Talbot Mfg. Co.; J. R. Watkins Co. Others, not included in the foregoing, who have contributed since the trial was held, include: Rochester Germicide Co.; B. Heller & Co.

Attorneys for the Terry Fly Spray Co., the plaintiff, were Miller & Boyken of San Francisco. Attorneys for An-Fo Manufacturing Co., the defendant, were Fish, Richardson & Neave of New York.

The following statement was made by J. B. Rosefield, head of the An-Fo Manufacturing Co. following the decision in his favor: "We have just received word that the decision in the Terry Patent case was found in our favor. We certainly wish to thank *Soap* for its splendid cooperation in bringing together manufacturers interested in this form of fly spray. We also wish to thank those manufacturers who contributed so liberally of their time and money towards the preparation of this case."

Opinion of the Court

THE opinion of Judge Frank H. Norcross who tried the case in the District Court at San Francisco, follows:

This is a patent infringement suit involving Letters Patent No. 1,599,851 "for an alleged new and useful improvement in fly exterminators." The patent, commonly called the Terry patent, was issued September 14, 1926, upon an application filed April 23, 1923. The first two of three claims of the patent relate to the exterminator or insecticide itself, and the third to the method of preparing it.

The principal defense of the defendant is that the patent is invalid. The contention of invalidity is based on an Austrian patent, No. 31,179, of date July 1, 1907; that the subject-matter of the Terry patent was embodied in a bulletin issued by the Arkansas Industrial University of date December 1890; in a bulletin of the Iowa Agricultural Experiment Station, of date February, 1891, and in a bulletin issued by the Division of Preventive Medicine, Bureau of Medicine and Surgery, United States Navy, of date December 15, 1919; that the particular insecticide and the method of preparing it was publicly known and was being manufactured and sold in the open market in several sections of the United States for more than two years prior to the date of application for patent; and that the insecticide was in public use by the inventor for more than two years prior to application for patent.

The gist of the Terry patent is stated in the following excerpts:

"My present invention is an insecticide, and a method of preparing and using the same, it being an especial object of this invention to mitigate the fly nuisance.

"It is an object of this invention to provide a liquid adapted to be vaporized, within a room or elsewhere, in such manner as to produce a prompt effect in the killing of flies or other insects; and in a preferred form of my invention, I prepare and employ an extract of pyrethrum in a volatilizable organic liquid, such as gasoline.

"It is believed that the general character of my invention may be fully understood from the following description of an illustrative embodiment thereof.

"To prepare a gallon of my insecticidal liquid, I may admix one-half pound, more or less, of pyrethrum, preferably in a powdered form, with one gallon of a suitable solvent, such as coal-oil, gasoline, or another mineral oil having the characteristic of being readily volatilized when sprayed in minute particles at ordinary temperatures and atmospheric pressures, and I may permit the resultant suspension to stand ordinarily without an application of heat thereto, during forty-eight hours, more or less, and during this time the mixture may advantageously be stirred two or three times, or more frequently. At the end of the period referred to, the residues of pyrethrum having preferably been permitted to settle, I may draw off or otherwise separate the supernatant liquid therefrom, and this liquid is suitable for use, with or without the addition of a deodorant or perfume, for the destruction of flies or the like."

What is described in the patent as "a characteristic feature" reads:

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Tar Acid Disinfectant

(Liquor Cresolis Compositus
U. S. P. and Soluble Cresylic
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Cattle Sprays

Tar Acid Oils

Cresol U. S. P.

Cresylic Acid

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"The active principle of pyrethrum is held in solution or suspension in a mineral oil having such characteristics as would be readily volatilizable when sprayed in minute particles in the air at ordinary temperatures and atmospheric pressures; thus distributing the pyrethrum in volatilized form in the air.

The three claims of the Terry patent are as follows:

"1. A liquid fly and insect repellent, comprising a clear homogenous liquid consisting of kerosene and the volatile active principles of pyrethrum.

"2. A liquid fly and insect repellent comprising a clear homogenous mineral oil and the volatile active principles of pyrethrum, said oil being readily volatilizable when sprayed in minute particles in the air at ordinary temperatures and atmospheric pressures.

"3. In the preparation of an insecticide, the method which comprises extracting pyrethrum in a mineral oil solvent, in the proportions of about one-half pound pyrethrum and one gallon of the solvent liquid, such solvent being readily volatilizable when sprayed in the air in minute particles at ordinary temperatures and atmospheric pressures."

The Austrian patent, entitled an "Insecticide", in part reads as follows:

"The object of the present invention is a means for exterminating insects (moths, lice, bedbugs, and the like) which is especially effective as a protective against the ravages of moths, as it permanently preserves objects once saturated with it from such damage. The essential ingredients of this insecticide are two agents familiar in and of themselves in the field of vermin-destroying, namely benzine and Bertram (Flores Pyrethri), which has hitherto been used as an addition to insecticides whether in powder form or dissolved in alcohol.

"The novelty of the invention is to be found in the solution of Bertram in the benzine, to which are attached important merits, in contrast to the familiar solution of Bertram in alcohol."

Testimony was introduced establishing the fact that benzine and Bertram mentioned in the Austrian patent, meant respectively gasoline and pyrethrum.

It was the contention of the plaintiff, that at most the Austrian patent was limited to the use of gasoline, and would not affect plaintiff's patent in so far as it covered the kerosene and other mineral oil products. Plaintiff filed in the Patent Office a disclaimer eliminating from his patent the use of gasoline as a solvent.

Evidence was introduced showing that in the refining of crude petroleum various grades were produced which were classified, according to flash or boiling point and hydrocarbon content, into gasoline, kerosene, naphtha, distillate, etc. Gasoline and kerosene are not always of a certain grade, but are of many grades.

It also appears from the evidence that the active principle of pyrethrum is soluble in varying degrees in the several blends of refined crude petroleum. While the use of the word "gasoline", as in the Austrian patent, would not indicate that the blend of hydrocarbons known as kerosene would have a solvent action to the same degree as the blend known as gasoline, the evidence is to the effect that it would indicate or suggest such solvency to a greater or less degree.

It appears from the evidence that pyrethrum ordinarily is more readily soluble in gasoline, but that upon heating kerosene it becomes practically as readily a solvent agent as gasoline. The practical importance of kerosene as a solvent appears to be due to the fact that being less inflammable than gasoline the product for that reason is not objectionable commercially.

While the limitation of a patent to a particular blend of hydrocarbon may not permit the patent owner to claim any rights to an exclusive use of other blends, it does not necessarily follow that discovery by some

other person that other blends were also efficacious for the same purpose will support a patent upon the theory of discovery of a new composition of matter, or any new and useful improvement thereof, not known or used by others before his discovery thereof. *McClain v. Ortmyer*, 141 U. S. 419.

Bulletin No. 15, Arkansas Industrial University Agricultural Experiment Station, of date December, 1890, admitted in evidence, the principle title of which is "Some New Insecticides and Their Effect on Cotton Worms," contains the following under the subhead "Kerosene Extract of Pyrethrum":

"This is an entirely new insecticide, and from present indications seems to be one of the most efficient and at the same time inexpensive and harmless remedies that we have. It combines the strength and destructive elements of two well known insecticides, pyrethrum and kerosene oil, in one.

"The proportions of pyrethrum proves to be a powerful insecticide. It is made by passing kerosene oil through the powdered pyrethrum."

Bulletin No. 12, Iowa Agricultural Experiment Station, issued in 1891, contains among other matters, the following:

"Kerosene Extract of Pyrethrum as an insecticide.

"I knew that kerosene could extract the volatile oil from the Pyrethrum and, as the kerosene is very penetrating, it seemed probable that if each particle coming in contact with the body of an insect would carry with it a little of the volatile oil of the Pyrethrum, which is its active principle, it would be much more deadly in its effects.

"I resorted to filtering the kerosene through the Pyrethrum, or simply stirring the Pyrethrum into the kerosene and then pouring off the clear greenish yellow oil as it was wanted."

In Bulletin No. 86, Division of Preventive Medicine, Bureau of Medicine and Surgery, of date September 15, 1919, under the general title "Notes from the Navy Yard, Philadelphia, Pa.", the subtitle "Insects" and the subhead "Fleas", appears the following:

"The Phenosan Co. manufactures a product called Flyosan, which has a lilac odor. This is used in a spray and is very efficacious, fleas being killed almost instantly. No powder is used. Flyosan is said to be lethal to all insects and, in fact, to any form of animal life without lungs. It is said to have a gasoline base, in which is dissolved certain oils, benzenes, and pyrethrum powder. It is nontoxic to mammals. In building No. 4, very satisfactory results were obtained from its use alone.

"All the insecticides which are manufactured by the different dealers have for their bases, gasoline. They contain various mixtures of gasoline, benzenes, kerosenes, and oils. They depend principally on the gasoline, most of the oils being used solely to give the preparation an agreeable odor. The incorporation of pyrethrum in the one known as Flyosan would seem to be a valuable addition."

The evidence establishes that during the world war one William F. Plowfield served as bacteriologist and pharmacist in the Philadelphia Navy Yard, from which position he was discharged in April, 1919. While holding the position mentioned at the Navy Yard he made and used the insecticide, which was later by him named Flyosan, and being the same insecticide above mentioned in Bulletin No. 86 of the Bureau of Medicine and Surgery. An advertisement for bids for supplies authorized by the officials of the Philadelphia Navy Yard, dated May 22, 1919, contained the following:

"100 gals. MIXTURE, Fly Exterminator. The above to consist of the following: About 65 pounds Persian Insect Powder (Pyrethri flores) about 70
(Turn to Page 133)

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Labels for Coal Tar Mange Dips

THE Food, Drug & Insecticide Administration of the U. S. Department of Agriculture has issued a statement covering the labelling of coal tar creosote dips for mange or scabies on animals. This states:

"Coal-tar-creosote preparations recommended for any type of mange are subject to the provisions of the Federal insecticide act if shipped in interstate commerce, exported from or imported into the United States, or sold in the District of Columbia or any territory of the United States. The attention of manufacturers is directed particularly to section 8 of this act for information about the ingredient statement which must appear on the labels of insecticides and fungicides and to the provision that these labels shall bear no statement, design, or device which is false or misleading in any particular.

"If the preparation consists of coal-tar neutral oils, phenols, soap, and water, the coal-tar neutral oils, phenols, and soap are considered active and the water is considered inert. The following form of ingredient statement, which should appear on the front or main panel of the label in type and position sufficiently prominent to attract the immediate attention of the purchaser, is suggested:

"Inert Ingredient, Water—% the correct percentage being given. At one time coal-tar-creosote preparations were on the list of dips approved by the Bureau of Animal Industry for official dipping of livestock for psoroptic scabies. They are not on this list now, nor are they recommended for general use for mange of any type.

"When large numbers of animals are dipped great quantities of organic matter are carried into the vat by them, so that coal-tar-creosote dips deteriorate rapidly. Furthermore, the animals carry out and retain some of the dip, making it necessary to replenish it from time to time. There is no practical field test for determining the strength of the diluted dip at the vat side and when additions are made there is no practical way of determining the strength of the resultant mixture. This was one of the main reasons for excluding coal-tar-creosote dips from the list of permitted dips.

"Other objections to the use of coal-tar-creosote dips were lack of uniformity or proper standardization of many such preparations, occasional separation of the ingredients in the original container, and failure to mix properly with some kinds of water, which resulted in failure to cure the disease and often in serious injury to animals. In view of these facts it is

held that coal-tar-creosote dips should not be recommended for use in dipping animals infected with mange or scabies of any form in public or community vats where many animals are treated in the used dip.

"At private vats, where comparatively few animals are dipped at a time and one charge is sufficient to complete the dipping without replenishing the vat, a field test is less important. The same is true for spraying and hand dressing operations. Therefore, on the basis of present information, no objection will be raised to the recommendation of a properly made coal-tar-creosote dip for use against mange of the types for which it has been proved effective, when used by dipping under such conditions that deterioration will be negligible. These products may also be recommended for use by spraying or by hand dressing. In making recommendations the manufacturer should be governed by the following considerations:

"(1) The product should be uniform and its ingredients should not separate on standing.

"(2) The product should be readily miscible with water to form an emulsion which will not separate on standing.

"(3) If emulsions of the product are broken by hard or salt water, the user should be directed to avoid such waters, or proper directions for treating them should be included.

"(4) The preparation should be recommended only for mange of the types for which it has been proved effective. Recommendations for scabies or mange in general are objectionable, as no preparation is effective for mange of all types.

"(5) Proper dilutions for use should be stated on the label.

"(6) As a single treatment will not be effective in many cases, directions for repeated treatments should be included on the label.

"Psoroptic and chorioptic mange are much more amenable to treatment than mange of any other form. On the basis of present information, no objection will be raised to the recommendation of a properly prepared coal-tar-creosote dip for use for mange of these types on sheep, cattle, or horses. Sarcoptic mange is much more difficult to cure than the psoroptic or chorioptic types. Sarcoptic scabies of sheep is of little or no importance in the United States. No information as to the effectiveness of coal-tar-creosote treatment for it is available. It seems probable, however, that coal-tar-creosote dips may constitute an effective treatment



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Pes-Tox Insecticide

of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

Pine Oil Disinfectant

A fragrant pine product, made from pure steam-distilled pine oil according to the formula of the Hygienic Laboratory of the U. S. Public Health Service. Mixes freely with water to form good milk emulsions, with pleasant pine odor. Free from mineral oil or other adulteration.

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for *sarcoptic mange* of cattle and horses, provided the disease has not become chronic. Therefore, no objection will be raised to such a recommendation if it is limited to use in the early stages of the disease, before the condition has become chronic.

"It also seems probable that coal-tar-cresote dips may be effective for *sarcoptic mange* in hogs if properly used. Recommendation for this use should be governed by the same considerations as recommendation for its use in *sarcoptic mange* of cattle and horses. Such a dip should not be recommended for use in hog wallows, as the animals may drink the dip, and, furthermore, deterioration of the dip in a hog wallow is very rapid. *Demodectic* or *follicular mange* is not amenable to treatment with coal-tar-cresote dips. The label of such a preparation should bear no recommendation for use against this mange.

"Field operations have demonstrated that the interval between treatments or dipping for *psoroptic mange* should be 10 to 14 days. *Choriopic mange*, which is not common, may be considered in the same class as *psoroptic mange*. In cases where cure of *sarcoptic mange* is possible four or more treatments at intervals of 5 to 7 days are usually necessary. Each shipper is responsible under the Federal insecticide act for his labeling. The action of coal-tar-cresote dips against mange of the various types is not well enough understood to recommend a product for use merely on the basis of its chemical composition. Recommendations for this purpose should be made only after tests by competent scientists have shown that the particular manufacturer's product is actually effective against mange of the types specified."

Exports of liquid insecticides during 1929 totaled 10,261,797 lbs., worth 3,054,084, with 721,223 lbs. of powdered and paste insecticides, worth \$207,944, and 2,249,347 lbs. of disinfectants and similar preparations, worth \$310,063, also being exported during this period. Exports of all these products during 1928 amounted to 17,416,339 lbs., valued at \$4,434,682. This represents a decline of about 4,200,000 lbs., in shipments in the past year, a decline equal to about \$860,000 in value of products exported.

Plough Chemical Co., manufacturer of several well-known brands of pharmaceutical products, has increased its volume of business 432 per cent during the past five years, and is selling its products in every State in the Union as well as in sixteen foreign countries, according to a statement by the company.

Kentucky Caustic Poison Bill

The following bulletin, regarding a suggested new caustic poison law for the State of Kentucky, has been issued by Secretary Harry W. Cole of the Insecticide & Disinfectant Manufacturers Association: "The State of Kentucky is considering the enactment of a caustic poison bill, similar in most of its provisions to the Federal Caustic Poison Law of 1927, but differing from the national act in certain of its provisions and definitions. In the Kentucky Bill (known as House Bill No. 301), it is provided that 'the term dangerous caustic or corrosive substance means any acid or alkali, whether free or combined, which might be destructive to human tissues, whether applied locally or taken internally.'

"No other caustic poison act that we have seen contains such a definition. In our judgment it is unnecessary and uncalled for. If the bill in its present unamended form becomes law we can see that it can easily be made to apply to the sale of disinfectants, certain types of liquid insecticides, liquid soaps, scrubbing soaps and kindred products. If you share our view point on this bill, will you not promptly get in touch with your friends and customers in Kentucky and urge them to do their utmost to have this objectionable clause eliminated from the bill? As the bill is now before the Legislature and may come up for passage at any time, prompt action is necessary.

"If caustic poison legislation is considered to be a good thing for the country and the protection of its citizens, do you not feel that all such state laws should conform to the Federal Act? Several strong letters from you to your friends in Kentucky at this time will assist us materially in protecting your interests."

In spite of the objection of C. E. Langfield, owner of the trade mark, "Solvite," to the registration of the mark, "Solvit-All," for a solvent to be used in cleaning and disinfecting, registration of the latter mark has been granted by the U. S. Commissioner of Patents. He ruled that confusion of the goods could not exist, and so granted the right to registration.

The proposed merging of Pro-phy-lac-tic Brush Co. with Lambert Co. has been approved by a vote of approximately 90 per cent of the outstanding stock, George H. Burr, chairman of the Pro-phy-lac-tic Brush Co., announced recently. Under the terms of the merger agreement the holder of each share of the common stock of Pro-phy-lac-tic Brush Co. will receive one-half share of the common stock of Lambert Co.

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American Oil and Disinfectant Corp., New York, has recently introduced a new product, "Dry-O-Wet Lustre Soap," a concentrated soap that is said to be instantly and completely soluble in both solvent and water.

At a recent meeting, the Board of Directors of the Mayonnaise Products Manufacturers Association endorsed the President of the Association, C. P. McCormick of McCormick & Co., Baltimore, to fill a vacancy on the Board of Directors of the Chamber of Commerce of the United States.

Hercules, Delaware, is the name of the new freight shipping station of Hercules Powder Co., Wilmington. The new station is on the Landenburg branch of the B. & O. Railroad, five miles from Wilmington, and is marked by a special side track to the new experimental station of the company.

Euro-American Corporation has consolidated its New York Sales Office with the main offices in Newark. The Newark building occupies about 20,000 sq. ft. and contains offices, a modern laboratory and a manufacturing plant. It is located at 125-135 New Jersey Avenue, Newark, N. J.

Enter Wholesale Prohibition Indictments

A blanket indictment charging close to 200 business concerns, many of them among the largest and most favorably known in the country, with violations of the prohibition laws, was entered in Chicago early last month. Reports indicate that the department investigators are prepared to indict on an even larger scale, some estimates placing the eventual number as high as 2,000. So far few, if any, of the indicted firms or individuals have been served with summonses although most of them have taken steps to avoid being embarrassed if and when the summonses are issued. The authorities are charging all of those indicted with knowingly selling their products to firms and individuals who have in turn used them in some manner contrary to the law. This is a new move calculated to make the seller of legitimate merchandise equally guilty with those supposed to be using the merchandise in question for illegal purposes. After proving that the buyer has actually diverted the goods to improper channels, it will then rest with the authorities to convince the jury and trial judge that the seller had full knowledge regarding how his material was being used. Whether this will be possible, if any of the

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cases ever reach trial, is considered extremely problematical. All of the indicted firms, many of which are leading houses in the soap, disinfectant and essential oil trades, have been operating strictly in accordance with governmental regulations and those which have been manufacturing alcoholic products have been and are continuing to do so under the regulation permits. In some cases companies which have been out of business for several years have appeared on the list and in a few instances individuals who have been dead for some time have incurred the department's displeasure.

Chilean Insecticide Market

There is a good demand in Chile for household disinfectants and insecticide preparations and the market is considered surprisingly strong inasmuch as these were practically unknown in Chile five years ago. The United States dominates the market for these products. Competition is encountered from several foreign countries, Germany in particular, and between American products. Advertising plays an important part and firms entering the Chilean market should be prepared to cooperate liberally with their agents in an extensive

advertising and selling campaign. The following table shows the imports of insecticides into Chile for the years 1927 and 1928:

	1927		1928	
	Kilos	Pesos	Kilos	Pesos
Germany	28,100	94,970	32,422	91,321
Belgium	5,124	36,169	801	10,036
United States	122,133	457,890	221,926	1,010,911
France	4,553	7,959	2,171	3,040
United Kingdom	17,969	35,640	738	1,994
Italy	2,869	7,895	451	1,933
Other countries	51	136	598	3,761
Total	180,699	640,659	259,107	1,122,996

1 peso = \$0.120652 United States currency in 1927; \$0.1215 in 1928.

New York Wax Importers' Association elected G. O. Elmore, Smith & Nichols, president of the association for the coming year at a meeting held recently at the New York Athletic Club. Other officers chosen at the same time were: vice-president, A. H. Hoffman, of Strohmeyer & Arpe; treasurer, W. F. Leary, of C. W. Jacob & Allison; and secretary, R. E. Sievert, of the Frank B. Ross Company.

Merck & Co., manufacturing chemists, have recently moved their New York offices to 161 Sixth Ave. from 145 Front St., where they have been located since the merger with Powers-Weightman-Rosengarten Co.

Fumigates
and
Disinfects

Blankets
Bristles
Clothing
Feather Pillows
Furs
Horse Hair
Mattresses
Musical Instruments
Pictures
Surgical Instruments

Dissipates
Bad Odors!

BACTEROL

Trade Mark Registered New York Patent Office

formaldehyde controlled!

Vaporizing BACTEROL possesses all the good properties of Formaldehyde without most of its disagreeable features. Vaporizing BACTEROL is non-staining, non-bleaching, non-corrosive—in fact harmless to any material of any kind and is absolutely harmless to the user.

All germ and insect life is destroyed by the Bacterol system of fumigation.

We have proven that Vaporizing BACTEROL fumes kill even Anthrax spores in a very few minutes.

Vaporizing BACTEROL has been successfully used for the past fifteen years in England and other parts of the world for sterilization, fumigation, disinfection, and air purification.

To be sold in the United States through the jobbing trade. Let us give you complete details at once so you can be the first in your locality to offer this revolutionary product.

BACTEROL PRODUCTS CORP.
11 EAST 44th STREET NEW YORK

Announcing

The second edition of the SOAP BLUE BOOK

THE Second Edition of the SOAP BLUE BOOK & CATALOG has been mailed to readers of SOAP. Every manufacturer of soaps and other sanitary products has received one copy.

Use it in conjunction with the monthly issues of SOAP in locating sources of supply for your raw materials, equipment, containers, etc.

If you are not listed properly, write to us at once, so you will be taken care of when the 1931 edition is being prepared.

MacNair-Dorland Company

136 Liberty Street, New York

SOAP—SOAP BLUE BOOK—OIL & FAT INDUSTRIES

AMERICAN INK MAKER

INSECTICIDE & DISINFECTANT REVIEW

Say you saw it in SOAP!

Eaudemort Labs. Ten Years Old

Eaudemort Laboratories, Detroit, Mich., celebrated their tenth birthday March 1, 1930. The company was established by Dr. R. J. Rugland, who continues to be the active head of the business. Their first product was a spray household insecticide and was made in a small factory which was formerly a garage. Packaged paradichlorobenzene was added in 1921, Eaudemort Laboratories having been the first company to sell the product in this form direct to housewives. Later roach powder and rat exterminators were placed on the market. Not quite two years ago the company moved from a three-story building to a new modern brick, steel and concrete structure which was built especially for them. They have recently secured the American sales rights for the Uni-Hygea Automatic Disinfector, an appliance for use on toilets which has been marketed with considerable success in England during the past few years. The equipment, which somewhat resembles some of the drip machines on the market in outward appearance, attaches directly to the flush pipe. As the water passes into the toilet a small amount enters the Disinfector forcing a few drops of their special disinfectant from the top of the container into the water at the bottom. When the flushing

operation is over the emulsion passes into the bowl and remains there until the toilet is used again. Dr. Rugland states that with this equipment in operation the toilet remains clean and sanitary without any other attention. The Uni-Hygea Disinfector will not be sold outright but will be placed by jobbers on a rental basis and will be serviced exclusively with the disinfectant made by Eaudemort Laboratories.

Brazilian Market for Insecticides

The potential market in Brazil for household and other insecticides is excellent. The actual demand, especially for household insecticides, is good the year round, and the last two years have witnessed increased importation and domestic manufacture. Such household insecticides have had greatest consumption in the larger cities of Brazil where the denser population and mode of living require greater preventative measures. The cockroach, which attacks cloths and foodstuffs, is the most offensive pest. Flies and mosquitos are also great pests in this climate, since municipal regulations make it extremely difficult to use window screens. Liquid spray insecticides, of which there are three brands on the market, were, up to a year and a half ago, imported

Play Safe!

A good insecticide and a Hudson Sprayer provide an unbeatable combination—a business building partnership that is making money for many Insecticide Manufacturers and Distributors. The proven quality, outstanding individuality and efficient performance of Hudson products guarantee the proper application of your product.

In addition to exclusive features of quality and design, the Hudson line is unusually complete and offers an exceptional assortment of styles from which to choose (capacities ranging from 5 ounces to 100 gallons). Let our engineers help solve your particular problem.

Today—write for complete details—and our 42 page book.

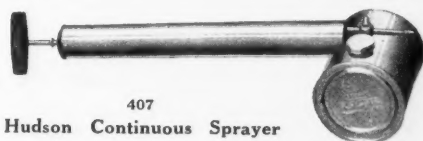
**H.D. HUDSON
MANUFACTURING CO.**

589 East Illinois St.
North Pier Terminal Bldg.
Chicago, Illinois

New York City
147 Chambers St.
Philadelphia
Dela. and South Sts.

Kansas City
1222 W. Twelfth St.
San Francisco
7 Front St.

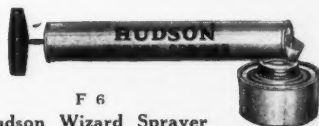
Minneapolis
324—3rd Ave., N.



407
Hudson Continuous Sprayer



303
Hudson Fog Sprayer



F 6
Hudson Wizard Sprayer



660
Hudson Signal Duster

UNCO Lilacena

Many manufacturers of sprays, insecticides, liquid soaps and some perfumers still rely on Terpineol to give a lilac character at a low cost but a rapidly increasing number have discovered that better results at no increase in expense are attained by the adoption of

UNCO LILACENA

It is much closer to the true lilac fragrance and its unusual strength and covering power combined with its low cost make UNCO LILACENA the ideal perfuming material for a wide variety of uses. A trial usually results in its permanent adoption.



UNGERER & CO.

NEW YORK

Say you saw it in SOAP!

exclusively from the United States, but the increased duties by the Brazilian Customs authorities have curtailed importation and forced local manufacture. It is believed that no products are sold in Brazil which are destined to prevent or exterminate household ants although spray insecticides are often used against this pest with partial success.

Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

43,105	Trisodium phosphate..Canada	Agency or Purchase
43,156	Household cleansers and soap powders..Scotland	Agency or Purchase
43,242	Toilet preparations..Canada	Purchase
43,324	Toilet soaps.....Austria	Agency
43,398	Metal polish.....Spain	Agency
43,408	Essential oils.....France	Agency
43,426	Toilet preparations..Austria	Agency
43,430	Auto polishes.....Chile	Agency
43,542	Disinfectants.....Germany	Agency
43,545	Toilet preparations..France	Agency
43,563	Disinfectants.....Canada	Agency
43,612	Essential oils and aromatics.....India	Agency
43,647	Toilet Preparations..India	Agency or Purchase
43,758	Toilet Preparations..Austria	Agency or Purchase
43,772	Caustic soda.....Egypt	Agency

43,778	Toilet soaps.....Argentina	Agency or Purchase
43,821	Polish, silver.....Java	Agency
43,836	Insecticides.....Honduras	Agency
43,838	Caustic soda.....Italy	Agency
43,903	Disinfectants.....Canada	Agency
43,906	Soaps and Toilet Preparations.....India	Agency or Purchase
43,907	Wax Polish (wood)..Norway	Agency
43,917	Laundry soaps (cheap).....Ecuador	Agency
43,981	Toilet preparations, sprays, disinfectants, and sweeping com- pounds.....Porto Rico	Agency
44,006	Toilet soaps.....Switzerland	Agency
44,070	Toilet preparations..Porto Rico	Agency
44,101	Soaps.....Germany	Agency
44,109	Caustic soda.....Brazil	Agency
44,117	Essential oils.....France	Purchase

During the first nine months of 1929 the exports of United States agricultural insecticides, amounting to \$1,271,000, were \$50,000, or 4 per cent higher than in the corresponding period of 1929. The most significant changes in the trade were the more than doubling of our sales to Spain and Peru, the 50 per cent increase in shipments to Mexico and Mozambique, marked advances in exports to the Netherlands, Italy and Japan, and sharp decline in sales to the United Kingdom, British South Africa and Germany.

Howard C. Mathison, vice-president of Bauer & Black, left Chicago with Mrs. Mathison recently, for an extended trip to the Mediterranean. They will return about May.

"EVERGREEN" PERFUMES for Soaps, Sprays, Deodorants, etc.

"EVERGREEN" concentrated oils for cake soaps, liquid soaps, theatre sprays, insecticides, para and related sanitary products are backed by 31 years of compounding experience. Besides having a complete array of standard oils for this type of perfuming we are equipped to work out specialties designed for your particular use. May we be of service to you?

EVERGREEN CHEMICAL CO., INC.

160 FIFTH AVENUE

NEW YORK

Ground Pyrethrum Flowers (Insect Powder)

With Known Content of Active Principle

THROUGH the application of Gnadinger's method for determining the insecticidal properties of pyrethrum flowers, which was developed in our laboratory, we can offer ground pyrethrum flowers with each package marked with the laboratory analysis guaranteeing the percentage of active principles (pyrethrins).

The content of pyrethrins varies as much as 300% in different lots of flowers selling at about the same market price. If you buy ground flowers with a high percentage of pyrethrins guaranteed, you can lower the cost and also standardize the insecticidal value of your finished product.

We also can supply you with Pyrethrum Flowers, whole or in powdered form (percentage of pyrethrins guaranteed) or with Pyrocyde No. 20, a standardized and concentrated extract of Pyrethrum Flowers—each gallon guaranteed to contain the active principles from 20 lbs. of flowers containing 0.75% of pyrethrins. Inquiries solicited.

McLAUGHLIN GORMLEY KING CO.
Minneapolis, Minn.

R. Wegener, president of the Standard Tar Products Co., Milwaukee, manufacturer of disinfectants and an active member of the Insecticide & Disinfectant Manufacturers Association, died in Milwaukee on Feb. 12.

Benjamin Alexander, vice-president and sales manager of the Huntington Laboratories, Inc., Huntington, Ind., spent ten days in New York late in February working with John Drury, who is manager of the Huntington New York office.

Lewis Industrial Brush Co., Toledo, jobbers of sanitary products and accessories, has moved to larger quarters at 1719 Adams St. In the new location a store is available.

Monsanto Chemical Works, St. Louis, reported consolidated net earnings of \$1,691,338 during 1929, after all charges and taxes. This was equal to \$4.25 a share on the 398,286 shares of no par capital stock outstanding on December 31, 1929. During 1929 the company invested approximately \$1,000,000 in increased and bettered plant facilities.

Alsop Engineering Company announces that it will occupy new quarters at 39 West 60th St., New York, on April 1st. The new building has every modern improvement and should enable the company to give service never before possible. Less than ten years ago, the Alsop Engineering Co. occupied a tiny loft in an old building.

There will be no merchandising, advertising or other tie-up between the products of Lambert Pharmacal Co., St. Louis, and Pro-phy-lactic Brush Co., Florence, Mass., as a result of the recent acquisition of the latter company, according to a statement by Lambert Co., holding company for both.

Exports of liquid household insecticides during the month of October, 1929, amounted to 644,002 lbs., worth \$176,216, Argentine leading the other consuming countries by taking 269,435 lbs. of material at a price of \$70,022. Exports of powdered and paste insecticides totaled 133,942 lbs., valued at \$46,163, with Argentina again the leading buyer with purchases of 68,079 lbs., at a price of \$22,696. Exports of disinfectants, deodorants, antiseptics, germicides and similar preparations totaled 199,791 lbs., worth \$28,523, with Cuba taking 55,229 lbs. for \$3,929, and Canada taking 37,351 lbs. for \$6,735.

Your Product IS GOOD

-and an
ACME
SPRAYER
Makes it
Better



The user always appreciates a perfect-working sprayer first, and the effects of the application or treatment later. A splendid insecticide or repellent will not be appreciated if the sprayer is faulty in performance. Insist on an ACME and you hold an insurance policy against disappointment.

The ACME line includes every kind of sprayer or gun for disinfecting or spraying purposes. And we can make any special applicator that you may need for your product. Over 50 years of active effort in perfecting Sprayers has given ACME positive leadership and nationwide recognition.

Send for samples and prices. Our special No. 200 Sprayer will amaze you with its superior advantages and capacity for Better spraying. Write today.



POTATO IMPLEMENT CO.

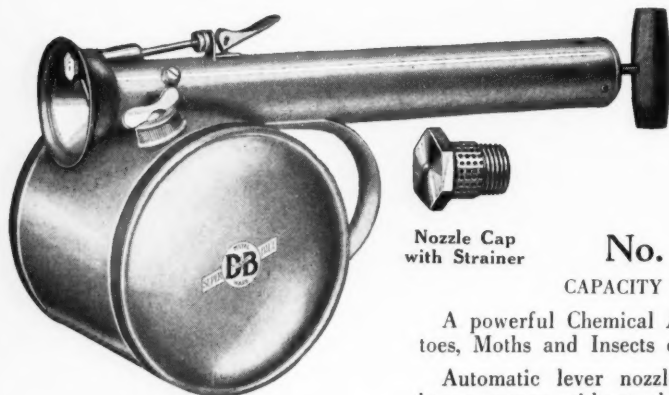
Dept. 34

Traverse City, Michigan

D & B SUPERBILT

CHEMICAL SPRAYERS

DISTINCTLY ORIGINAL AND SUPERIOR



Nozzle Cap
with Strainer

No. 35

CAPACITY 3 QUARTS

A powerful Chemical Atomizer for Flies, Mosquitoes, Moths and Insects of all kinds.

Automatic lever nozzle, adjustable for light or heavy sprays without change of caps. Very high pressure is secured by setting sprayer down for pumping.



Set down
for Pumping

No. 10 D&B Superbilt Combination Chemical Sprayer

with Air Regulator and Volume Control

CAPACITY 1½ GALLONS

This is a powerful chemical atomizer in combination with an ordinary compressed air sprayer—produces the results of both with many variations in between.

The Air Regulator

A very important feature in this sprayer is the new patent air regulator. It is capable of a wide range in nozzle adjustment to make it produce a heavy spray, medium mist, or the very finest vapor fog. Works equally well with heavy or light oils or other spraying materials.

*Write for catalog on our
complete line.*

The Dobbins Manufacturing Co.
North St. Paul, Minn.



Say you saw it in SOAP!

Pacific Chemical Buys Superior

Pacific Chemical Co., Los Angeles, Calif., announce the taking over by them of the chemical stocks and assets of the Superior Chemical Co., located at 1412 Santa Fe Avenue, Los Angeles. The directorate of Superior Chemical



Co. will be interested in an entirely different line, while the Pacific Chemical Co. will carry on the business enjoyed by the Superior Chemical Co. up to this time.

Within the last few months the Pacific Chemical Co. has taken over the Apache Chemical Co., the Los Angeles Disinfectant Co., and the Smith-Van Nourick Co., all of Los Angeles and interested in the manufacture of soaps, cleansers, disinfectants, and the distribution of janitors' supplies. With the exception of the Smith-Van Mourick Co. located at 1050 South Olive Street, which is being maintained as a downtown sales and display office, these other interests have been moved to the office and factory at 114 College Street, Los Angeles, shown above.

Exports of American dentifrices to Italy were valued at \$21,000 during the past year and are five times greater than during 1926. Furthermore, it should be borne in mind that there are products which come from European agencies and though manufactured in the United States are not so credited. While there is as yet no decided preference for American dental preparations, they enjoy a good reputation for quality.

Imports of copra into the United States during the month of November, 1929, amounted to 39,444,551 lbs.; value \$1,512,681. Coconut oil imports totaled 24,727,953 lbs.; value \$1,641,203. The chief sources of supply were the Philippine Islands, French Oceania and British Malaya.

Chile should offer a good market for tooth paste as average importations during the past three years have been \$60,000 annually. Several brands well known in the United States account for 80 per cent of the trade.

VOGEL Insecticide Sprayer



A substantially constructed sprayer that will stand up under hard usage, priced at a remarkably low figure.

Hand and continuous sprayers, designed and manufactured to give the greatest value for the least outlay.

Also Manufacturers of

Shaker Top Cans
for paradichlorbenzene crystals

Plain or Decorated
Tin Cans
for Pastes, Soft Soaps,
Dry and Liquid Insecticides.

**Holders for
Deodorizing Blocks**

Write us about your requirements and we will gladly submit samples and prices without any obligation on your part.

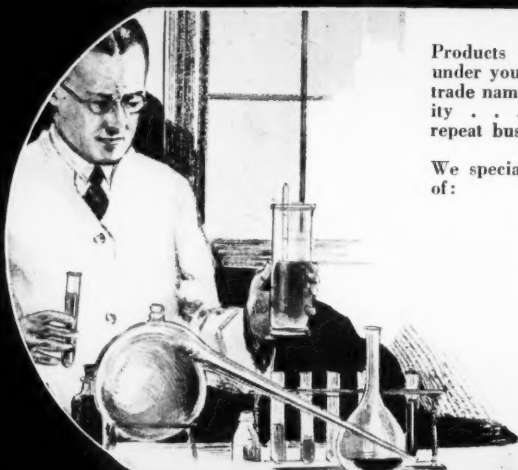
William Vogel & Bros.

Incorporated

"IN BUSINESS OVER 50 YEARS"

37-47 SOUTH 9th STREET
Brooklyn, N. Y.

UNIFORM QUALITY ALWAYS INSURED BY LABORATORY CONTROL



Products always uniform may be packed for you under your label or sold under our nationally known trade names. . . . Products never varying in quality . . . on which you can build profitable repeat business.

We specialize in making and are volume producers of:

LIQUID TOILET SOAPS
OLIVE AND COCOANUT OIL SOAP BASES
SHAMPOO SOAPS AND PASTES
HOSPITAL AND INDUSTRIAL SOAPS
JELLY AND AUTOMOBILE SOAPS
FLOOR SCRUBBING COMPOUNDS
CLEANERS OF ALL KINDS
DISINFECTANTS—INSECTICIDES
POLISHES, WAXES, VARNISHES
DEODORIZERS—DEVICES
SOAP DISPENSING EQUIPMENT
AND EVERYTHING FOR SANITATION



U. S. SANITARY SPECIALTIES CORPORATION

Laboratories and Works

435-41 So. Western Avenue, Chicago, Illinois

TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free — White Emulsion

SPECIAL OILS

for making DISINFECTANTS complying in

BENZOPHENOL CONTENT

with the

FEDERAL CAUSTIC POISONS ACT

THE DOMINION TAR & CHEMICAL CO.

LIMITED

424 CANADA CEMENT BUILDING
MONTREAL, QUEBEC

Say you saw it in SOAP!

First Reciprocity Complaint Brought

Mechanical Manufacturing Co., Chicago, manufacturers of packing house equipment, have been the first recipients of a complaint from the Federal Trade Commission alleging forced reciprocity in buying. R. O'Hara and W. A. Mayfield, traffic manager and assistant traffic manager for Swift & Co., have been named as correspondents. The complaint alleges that Mechanical, controlled by members of Swift & Co., has "induced and compelled" railways to purchase its "Durable" draft gears and other equipment by promises of great volume of tonnage from Swift, or by threats that such freight will be diverted to other lines. All three parties to the complaint filed answers January 1, 1930. Mechanical Manufacturing Co. denied the allegations completely and in addition contended that the Federal Trade Commission was overstepping its authority in going into the subject. The company further pointed out that the draft gear business had been discontinued. Both of the individuals filed similar denials, although they admitted they were both stockholders in the Mechanical Manufacturing Co. They also contended that the commission had no jurisdiction over them by the terms of the "Packers & Stockyards Act, 1921."

This is generally looked upon as a test case to determine the powers of the Federal Trade Commission in so-called forced reciprocity matters. A quiet investigation of the subject has been going on for some time.

Merck & Co., Rahway, N. J., manufacturing chemists, have announced the publication of the fourth edition of Merck's index for the chemical, pharmaceutical and medical professions.

Mr. Gordon Leech is now representing Magnus, Mabee & Reynard, Inc., in the city of Philadelphia and surrounding territory. Mr. Leech has had many years' experience in Drug and Chemical activities.

Strasska Laboratories, Inc., Los Angeles, makers of Dr. Strasska's tooth paste, have started a newspaper and billboard advertising campaign which will be directed by Milton Weinberg Advertising Agency.

At a recent directors' meeting of National Adhesives Corporation, New York, Mr. A. Alexander, president, was presented by his associates with a bronze tablet, as a token of their respect, admiration and affection. This tablet has been hung in the executive offices.

SOAP

AS PIONEERS
in the development of quality soaps,
oils and allied products, we take pride
in their enviable reputation for *high*
quality, constant uniformity and ab-
solute dependability.

Fifty-three years' experience in the
manufacture of these products is the
background upon which they are offered
to you and your trade. Whatever your
requirements may be, we are prepared
to meet them to entire satisfaction.

AUTOMOBILE SOAPS
INDUSTRIAL SOAPS
PINE OIL CLEANERS
COCOANUT OIL BASE
LIQUID TOILET SOAPS
LIQUID SHAMPOO SOAPS
LIQUID SHAMPOO BASE

Our chemists, skilled in the art of
soap making, are trained to meet the
most exacting specifications. Every
piece of merchandise is laboratory
tested before it leaves the plant.

This is your safeguard. Packed
under your own private label.

*Manufacturers to
the Jobbing Trade*

The BROOKS OIL Co.
CLEVELAND, OHIO

ANOTHER STRONGHOLD FALLS

To combat obnoxious odors, clean the bowl, and disinfect, all in one operation, the

UNI-HYGEA AUTOMATIC DISINFECTOR

stands alone, and there can be no question about its supremacy.

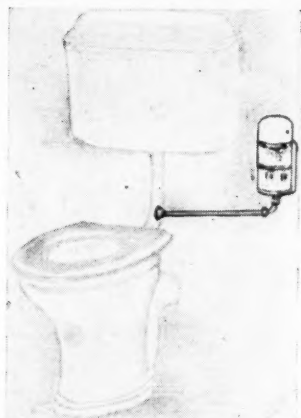
Odors originate at the trap of the toilet or urinal and there is the place to kill them,—before they have a chance to exist.

THE UNI-HYGEA DISINFECTOR WILL DO IT.

Jobbers—
Dealers—
Distributors—

You can put
UNI-HYGEA
machines out on a
very profitable
rental basis as well
as sell them out-
right.

How? With each flush, approximately 8 ozs. of water enters the instrument, where it mixes with a portion of the concentrated disinfecting fluid, forming a perfect emulsion. The mixture is discharged AFTER the flush into the bowl where it remains until the next flush. It cleans —It deodorizes—It disinfects.



Instrument is easily installed on toilet or urinal. Costs less than a cent per day for health protection that cannot be had in any other way.

THE UNI-HYGEA AUTOMATIC DISINFECTOR CO.
3560 ST. AUBIN AVENUE, DETROIT, MICH.

REAL LABOR SAVERS

with merit proven by years of service.

Especially designed for

Auto Soaps	Disinfectants
Mechanics Soaps	Liquid Soaps
Polishing Pastes	Shampoo Bases

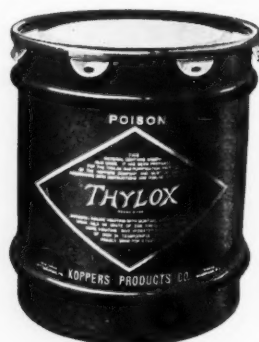
and all other soft and specialty soaps.



Stacking Drums
Bring Satisfaction
GAUGES:
22—24 or 26



5 Gal. Oil Can



PATENTED—Sizes 2 to 12 Gallon

Let Us Submit Samples and Quote

THE OHIO PAUL CO., Middlefield, O.

Insure Safety
Cost No More
Conform to
I.C.C. Regulations



50 Lb. Grease Pail

Say you saw it in SOAP!

There are at least five companies in Mexico manufacturing and distributing complete lines of toilet preparations and these firms appear to be constantly expanding due to the high import duties which are assessed on preparations of this nature. In addition considerable quantities are also imported into Mexico from United States, France, and other countries. Single products are rarely introduced alone, the majority of such preparations having been introduced in complete lines. There is a great number of such lines in the market at present. The department stores are practically controlled by French capital and as a consequence a great many of the products sold are of French origin.

Dental creams, valued at \$232,770 were exported from United States during November, 1929, Union of South Africa taking products valued at \$44,857, while United Kingdom took \$31,984 worth.

Poland Soap Works, Anniston, Ala., recently declared the usual 8 per cent annual dividend on common stock. Carter D. Poland, head of the company, declared 1929 was one of the best years in the history of the company.

According to an official Argentine Government bulletin, nearly 40 per cent of the chemical products consumed in the country and manufactured locally. The most important domestic production is in the line of soaps. The largest importations of common soap have always come from England, but several British soap manufacturers have recently established branch factories in Argentina and started to make their own soap. About two-thirds of the imports of perfumed soaps originate in Spain. The United States appears to have been second in the list during recent years, having sent about 12 per cent of the imported perfumed soaps.

Exports of dental creams from United States during December, 1929, were valued at \$172,838, with British India, the largest buyer, receiving products valued at \$24,921. Other dentifrices, worth \$31,423, were exported during the same period.

Ungerer & Co., New York, has appointed William MacMillan manager of its Detroit branch, with offices at 424 Book Bldg., effective March 1st. He has been connected with the Chicago branch of Ungerer & Co. for the past three years.

DEODORIZING CRYSTALS and BLOCKS

"It's the Odor That Sells the Product"

WE HAVE A NUMBER OF VERY INTERESTING FLORAL
AND BOUQUET ODORS FROM WHICH TO SELECT.

A Few of Our Leaders:

AMERICAN THISTLE	\$5.00 lb.	ORIENTAL NO. 88	\$5.00 lb.
CARNATION NO. 50	5.00 lb.	ROSE FLOWERY NO. 158....	5.00 lb.
FOREST BOUQUET NO. 42..	4.00 lb.	ROSE HEAVY NO. 99.....	5.00 lb.
LILAC NO. 777	3.50 lb.	TREFLE NO. 157	6.00 lb.
NEW MOWN HAY NO. 75....	5.00 lb.	VIOLET NO. 108	8.00 lb.
WILD FLOWERS	\$5.00 lb.		

Only one pound is required to perfume 100 pounds of paradichlorbenzene.

Member



Samples upon request

P. R. DREYER INC.

26 CLIFF STREET

NEW YORK



PRICED SO LOW YOU CAN GIVE IT AWAY!

Enormous demand has enabled us to price the Perfection Push-up Dispenser so low that you can give it away to your trade. Many jobbers do!

The illustration only hints at the substantial non-corrosive White Metal construction . . . the fine mechanism (plunger controlled by piano wire spring, which forces check valve to close accurately, preventing leakage of soap) . . . the handsome heavy moulded, glass globe of the Perfection Dispenser. Qualities never before incorporated in a low-priced device.

For heavy duty . . . we make four other types of individual Soap Dispensers and Soaperior Gravity Liquid Soap Equipment adequate for all requirements (consisting of exclusive, patented, fool-proof Soaperior Hexagon Valve, illustrated to the left, serving each basin, supplied by tanks installed at an elevation.

[Just developed hand-
some 2½ gallon Square
Porcelain Soap Tank.]

Send for Special Gross Lot Offer on Perfection Dispenser. There's no obligation in requesting facts.



U. S. SANITARY SPECIALTIES CORPORATION

435 So. Western Avenue, Chicago, Illinois

**IF YOU SELL JANITOR SUPPLY HOUSES AND JOBBERS
then you should add the**

WHITE "Tymsaver" Mopping Outfit

to round out your line of floor cleaning equipment for janitors. Every janitor should have and wants one. The advantages of this outfit explained in the small sketches have proved to be the greatest time and labor savers and assure the user an easier and cleaner job.

It is the ideal mopping outfit made up of a 26-quart White Oval Mopping Bucket fitted with four high grade, easy running, rubber casters and a White Can't Splash Mop Wringer for use with 20 to 36 oz. mops.

We make a complete line of labor saving "Tools for the Janitor" and invite inquiries from those interested in offering a more extensive cleaning service to their trade.

**WHITE MOP WRINGER COMPANY
Fultonville, N. Y.**

Special Tymsaver Features

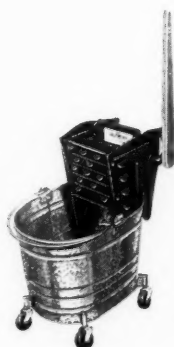


Toggle Joint No. 1
A slight pull on the handle of the wringer gives tremendous pressure to wring mops dry.

Can't Splash No. 2
Extended lips direct water downward into bucket and prevents splashing onto floors.

Oval Bucket No. 3
This shape gives more room for rinsing mop, carries easily — extra heavy construction.

Castors No. 4
are of high grade rubber and not affected by water or alkali. Fastened with waterproof brackets.



Say you saw it in SOAP!

Terry Patent Invalid

(From Page 107)

quarts Gasoline about 325 quarts Kerosene, 1% methyl salicylate and 1% terbene.

"The Pyrethri Flores to be macerated in the gasoline for 2 days, the kerosene to be added and allowed to macerate 3 days longer, to be strained and the methyl salicylate and terbene added.

"To be delivered in 5 gallon cans.

"TO BE DELIVERED AT BUILDING No. 4, Navy Yard, Philadelphia, Pa."

Prior to his leaving the Navy Yard, Plowfield had informed the Navy Yard officials of how his insecticide was made. On May 6, 1919, Plowfield caused to be incorporated a company known as Phenosan Company, which immediately began the manufacture and sale of Flyosan in accordance with a formula which did not materially differ from the above specifications in the Navy Yard proposal. On March 20, 1919, the Colonial Chemical Corporation was formed, which took over the business of the Phenosan Company, and the place of business was changed from Philadelphia to Reading, Pennsylvania. In May of 1920, as appears from the evidence, the Colonial Chemical Company, in order to meet the objection of the Standard Oil Company, which was considering the purchase of Flyosan for use on its ships, eliminated gasoline and used kerosene alone. In August, 1920, the company installed automatic mixing appliances, and abandoned entirely the use of gasoline as a solvent. From this date until late in the year 1926, kerosene was employed exclusively as the solvent in the manufacture of Flyosan.

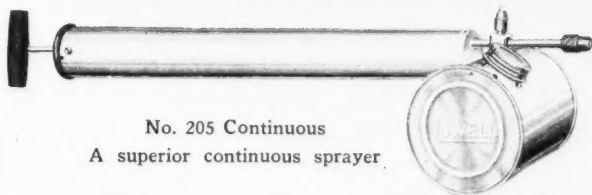
The evidence establishes that an insecticide called "Walker's Devilment" was manufactured and sold by

the Southern Specialty Company of Thomasville, Georgia, as early as 1917, and that the company has continued such manufacture and sale to the present time. The proportion of pyrethrum powder to kerosene was a half pound to the gallon, the same as recommended in the Terry patent.

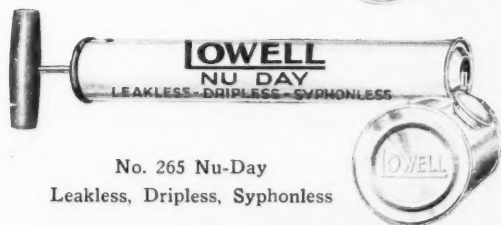
The evidence also establishes that an insecticide called "Komo Fly Liquid", for which a trademark registration was applied for on October 27, 1920, was being manufactured and sold at Philadelphia as early as 1917. The manufacturer and sale of this product has continued to the present time. In the manufacture of "Komo" there was used as a solvent for pyrethrum, in addition to kerosene, a special naphtha which was a blend of hydrocarbons described as being "somewhere between kerosene and gasoline." Commander O'Leary of the Navy knew in 1917 that "Komo" was a petroleum pyrethrum product. The Navy at that time and subsequently was a purchaser of this product in quantity.

Defendant relies on the testimony given by three of plaintiff's witnesses as establishing its contention that the insecticide in question had been in public use by the inventor Terry himself for more than two years prior to his application for patent. The witness John A. Fink testified that he met Terry at Monrovia, California in November, 1920; that Terry told him he had a new invention; that Terry sprayed it around in a garage and showed him what it would do; that witness knew it had coal oil in it, and Terry told him it also contained pyrethrum; that Terry was trying to get enough capital to go ahead and manufacture it; that he, witness, began to sell Terry's fly spray in May or June of 1921, at which time it was called "Merit Fly Killer." The witness Ancel Curry testified that Terry first talked to him about his spray in April, 1919, and told him what it would do by spraying the liquid up

THREE OUTSTANDING PATTERNS FOR THE INSECTICIDE, DISINFECTANT AND EXTERMINATING TRADE



No. 205 Continuous
A superior continuous sprayer



No. 265 Nu-Day
Leakless, Dripleless, Syphonless



No. 80 Baby Fountain
Without an equal for exterminating purposes

LOWELL SPRAYER CO.

LOWELL, MICH. U. S. A.

IG-WAX E IG-WAX OP

SUPERIOR TO CARNAUBA WAXES

in



HARDNESS, UNIFORMITY AND PURITY
SUPERIOR OIL-BINDING PROPERTY
LIGHT SHADE — EXCELLENT LUSTRE



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Sole Distributors in the U. S. A. of the dyestuffs manufactured by

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Frankfurt a. M., Hoechst a. M., Leverkusen a. Rh., Ludwigshafen a. Rh.

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GENERAL ANILINE WORKS, Inc.

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**CHARLOTTE
CHICAGO
SAN FRANCISCO**

LETHANE

(Pat. App. For)

Synthetic Insecticidal Bases

Under the name LETHANE we offer a series of new, organic compounds of proven insecticidal value. The LETHANE products possess definite advantages in quality, uniformity and economy which mark the beginning of a new era in the scientific manufacturing of contact and fumigatory insecticides.

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222 W. Washington Sq.
Philadelphia, Pa.

Röhm & Haas Co., Inc.

Works
Bristol, Pa., and
Bridesburg, Pa.

Say you saw it in SOAP!

toward the ceiling on the screen porch of Terry's house "and pretty soon the flies began to drop"; that at that time he was mixing it in one-gallon metal cans; that in the summer of 1921 witness again went to work for Terry, mixing "Merit Fly Killer" and putting labels on the cans. The witness J. H. Hubbard testified that Terry first talked to him about his insecticide in October, 1919; that in May of 1920 he told him what it was made of—"pyrethrum flowers and kerosene"—that he first saw him mixing it in September, 1920, and he was using a tub that would hold six or eight gallons; that a demonstration was first made to witness in September, 1920; that Terry began putting it up in containers in the Spring of 1921 along in May or June. Terry testified that the first time he began to manufacture and sell his fly spray was in May or June, 1921.

By Section 69, Title 35, U. S. C. A. it is provided:

"In any action for infringement the defendant may plead the general issue, and, having giving notice * * * may prove on trial any one or more of the following special matters: * *

"Third. That it has been patented or described in some printed publication prior to his supposed invention or discovery thereof, or more than two years prior to his application for patent therefor; or,

"Fourth. That he was not the original and first inventor or discoverer of any material and substantial part of the thing patented; or

"Fifth. That it had been in public use or on sale in this country for more than two years before his application for a patent, or had been abandoned to the public. * * * and if any one or more of the special matters alleged shall be found for the defendant, judgement shall be rendered for him with costs."

It is the contention of counsel for plaintiff that the statements contained in the bulletin published by the

Arkansas Agricultural Experiment Station should not be regarded as a description of Terry's invention or discovery for the reason that "the most striking feature of this paper is that it appears on its face to be an account of experiments, not of actual practice." It is true that the bulletin is dealing generally with the subject of experiments in the use of various insecticides to find a practical means of dealing with the cotton worm pest. In the application of this particular insecticide in the destruction of the cotton worm, the bulletin proceeds to state that it "will not mix with water any more readily than pure kerosene and has to be formed into an emulsion with soap in a manner similar to kerosene emulsions." For use as a spray on cotton plants this emulsion is diluted with about five hundred parts of water. There is nothing in the bulletin, however, in respect to the particular insecticide itself being an experiment. The statement is positive that "kerosene extract of pyrethrum proves to be a powerful insecticide."

Without going into further detail then is shown by the statements *supra* in this opinion relative to "Flyosan", including the bulletin issued by the Division of Preventive Medicine and the advertisement of the Navy Department for "Proposal for Supplies or Services," it is the conclusion that in the composition and public knowledge thereof, time of public use, manufacture and sale of Flyosan, there is a complete defense to Plaintiff's patent. (2nd), 305; Milburn Co. v. Davis-Bournonville Co., 270 U. S. 390; Corona Co. v. Dovan Co., 276 U. S. 358.

A motion to amend the answer permitting defendant to set up as a further defense the prior use of an insecticide known as "Fly-Flu" was submitted to the court just prior to the trial. Evidence was permitted to be introduced subject to the ruling upon the motion. The court is of the opinion the motion to amend should

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Have done more to
**INCREASE THE SALE
OF INSECTICIDES**

than any other one thing in the
industry.



You may have the best insecticide manufactured but have you the proper method of spraying it? The Tornado Electric Sprayer is your answer. It is the most powerful and efficient machine of its type on the market; sprays all liquid insecticides, disinfectants and germicides a distance of 8 to 10 feet, breaking it up into a fine mist which will float in the air and penetrate all cracks and crevices. Tornado sprayers are so easy to use and give such satisfactory results that they are used more often, increasing the use of your product. Supply your customers with these machines and watch your sales increase.



THOUSANDS IN USE!

Tornado Electric Sprayers have been regarded as standard equipment for years by leading manufacturers of insecticides and disinfectants. Thousands are in use in mills, warehouses and institutions of all kinds as well as in the home.

The Model 50 equipped with G. E. Universal motor weighs but 3 lbs. Operates at very low cost.

Write TODAY for further information and prices.

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Glyco-Wax replaces beeswax, carnauba and ozokerite waxes.

Pale straw color; hard and yet low-melting (141° F).

It imparts high lustre, water and electrical resistance.

Emulsifies and dissolves easily.

Uniform quality; no foreign or insoluble matter.

Blends with other waxes, resins, oils, etc.

Prices given below will enable you to effect a saving.

Non-toxic and, therefore, suitable for toilet creams, cosmetics, salves, etc.

Price Schedule (f.o.b. New York)

400 lb. lots
22¢ per lb.

40 lb. cans
27¢ per lb.

8 lb. trial cans
32¢ per lb.

GLYCO PRODUCTS CO., Inc.

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SOAP POWDER

Special light aerated powder

In barrels or cartons for the trade under private label.

SCOURING POWDER

In barrels or sifter top cans under private label.

Also manufacturers of

Scouring Soap

(in cases)

Oil Soap

(in barrels or cans)

Blue Mottled Soap

(in cases)

Hard Water Soap

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Drain Pipe Solvent

All made to meet your individual requirements.

Let us discuss them with you.

M. SCHNEIDER & SONS

A name backed by 125 years of continuous soap manufacture.

419 Hamilton Ave.

Brooklyn, N. Y.

Say you saw it in SOAP!

be allowed, but it has not been deemed necessary to consider the evidence in this respect.

The bill of complaint is dismissed with costs to defendant.

FRANK H. NORCROSS,
District Judge.

A disinfectant, deodorant and antiseptic composition for the treatment of putrescent matter, such as decaying meat and vegetables, which is thereby rendered less objectionable and converted into fertilizer, is prepared by mixing ferric sulfate, turpentine, terebene and water. Small quantities of potassium permanganate or thymol may be added. The terebene may be replaced by methyl salicylate or nitrobenzene. Brit. Pat. No. 319,776.

Di-ethyl or di-butyl phthalate or other dialkyl phthalate may be used with a solvent such as kerosene in preparing a composition which may be sprayed on horses or cattle as an insect repellent. U. S. Pat. No. 1,727,305.

Cold aqueous solutions of halogen-free aromatic hydroxycarboxylic acids and their substitution products are proposed for use in moth-proofing textiles and other materials. 2-hydroxybenzoic acid is cited as an example. Fr. Pat. No. 661,727.

Hydroxy compounds containing mercury in the nucleus are obtained by the reaction of thiocyanic, ferrocyanic or ferricyanic compounds upon the hydroxy-mercury compounds or by mercurizing the hydroxy compound by the usual methods in the presence of thiocyanic, ferrocyanic or ferricyanic compounds. The products may be used as bactericidal, fungicidal and pharmaceutical agents. Brit. Pat. No. 307,532.

Insecticides for use as powders or for spraying contain aromatic ethers such as phenyl or benzyl ethers, which may be used with other substances such as butyl alcohol, pyrethrum or its extract, paraffin oil or di-butyl naphthalensulfonate. Brit. Pat. No. 311,345. *Chem. Amstr.* 24, 912-3 (1930).

An insecticide which is unaltered by time and which may be made into an emulsion is obtained by the addition of fatty acids, sulfonated fatty acids, abietic acid or naphthenic acids to a petroleum extraction of pyrethrum. Neutral substances which lower the surface tension between petroleum and alkaline water may also be added. Fr. Pat. No. 660,982.

T
S
P

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With ample stocks in our 20 branches and warehouses all over the country, we can give you SERVICE—

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(5) Quality backed by a chemical reputation of 91 years.

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of the same quality as our regular line for

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These odors are fragrant, stand up perfectly and will last. They are priced reasonably. *Samples and quotations on request.*

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Can deliver either in concentrated form, or ready to use in several different odors, including ROSE, VIOLET, JASMINE, ORIENTAL AND fancy French BOUQUETS. Since we make a specialty of these theatre sprays and produce them in large quantities, we can quote very attractive prices.

Shall we send samples together with information?

A. SREBREN & CO. 247 E. ILLINOIS ST.
CHICAGO, ILL.

Say you saw it in SOAP!

Trade Marks Filed*(From Page 63)*

ing disinfectants and deodorants. Filed by Milwaukee Lubricants Co., Milwaukee, Oct. 28, 1929. Claims use since Feb. 9, 1929.

Colgate's—This in outline letters describing dentifrices and shampoos. Filed by Colgate-Palmolive-Peet Co., Chicago, Nov. 16, 1929. Claims use since 1858.

Pirexum—This in broken letters describing insecticide. Filed by Milwaukee Lubricants Co., Milwaukee, Jan. 8, 1930. Claims use since Apr., 1929.

Trade Marks Granted

266,964. Soap. Los Angeles Soap Co., Los Angeles. Filed Oct. 5, 1929. Serial No. 290,711. Published Nov. 26, 1929. Class 4.

266,973. Liquid Shoe Polish. Maling Bros., Chicago. Filed Oct. 7, 1929. Serial No. 290,757. Published Nov. 26, 1929. Class 4.

266,986. Washing Powders. Chemite Products Co., Brooklyn. Filed Feb. 20, 1929. Serial No. 279,648. Published Nov. 26, 1929. Class 4.

267,028. Soaps. Coty, Inc., Wilmington,

Del. Filed Sept. 9, 1929. Serial No. 289,508. Published Nov. 26, 1929. Class 4.

267,033. Cleaning Preparation. Littlejim Laboratories, Bluefield, W. Va. Filed Oct. 3, 1929. Serial No. 290,579. Published Nov. 26, 1929. Class 4.

267,034. Automobile and Furniture Polish. Metropolitan Polish Co., Los Angeles. Filed Oct. 3, 1929. Serial No. 290,568. Published Nov. 26, 1929. Class 16.

267,106. Metal Polish. John P. Ryan, Lawrence, Mass. Filed Sept. 10, 1929. Serial No. 289,594. Published Nov. 19, 1929. Class 4.

267,107. Metal Polishes, Cleaners. William G. Reigle, Detroit. Filed Sept. 9, 1929. Serial No. 289,539. Published Nov. 19, 1929. Class 4.

267,108. Metal Polish. J. R. Jaco, Doniphan, Mo. Filed Sept. 9, 1929. Serial No. 289,519. Published Nov. 19, 1929. Class 4.

267,222. Tooth Powder. Naboc Co., New York. Filed Aug. 8, 1929. Serial No. 288,294. Published Nov. 26, 1929. Class 6.

267,238. Deodorants in Cake Form. Masury-Young Co., Charlestown, Mass. Filed Apr. 13, 1929. Serial No. 282,362. Published Nov. 12, 1929. Class 6.

267,332. Tooth Paste. X-It Laboratories, New York. Filed Dec. 6, 1928. Serial No.

Will you MODERNIZE your FLYSPRAY for the 1930 season?

The trend in Fly Spray odors is distinctly away from low priced aromatic chemicals toward more pleasing bouquets. When these insecticide products were used largely around barns, cattle sheds, etc., cheap odors were satisfactory. Now that their main use is in the home improvements in perfumes are natural to expect. May we work with you in connection with your 1930 requirements? We have the knowledge and facilities to produce real business getting odors for you. Make your product stand apart this next season!

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A Pleasing Disinfectant
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The base dissolves easily in soft water alone into a water clear liquid with no disagreeable odor. The finished shampoo cannot be surpassed in quality by any now on the market. Shipped in barrels of 450 and 270 pounds, kegs of 100 lb. or in pails of 50 pounds. The powder is manufactured from the purest and best ingredients. Ready for you either in bulk or packaged under your own brand.

Makers also of shaving soap, cream and milk medicated soaps and toilet soaps.

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STEEL DRUMS

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30-55-110 gal. sizes

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LIQUID SOAPS
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*Black, Galvanized,
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Special tanks, tubs, pails, etc.

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Harley soft soaps are made right and are priced right. Send us your next inquiry for any of the above and a sample and quotation on your requirements will prove this statement.

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276,391. Published Nov. 26, 1929. Class 6.
 267,352. Disinfectants. Wm. Filene's Sons Co., Boston. Filed Sept. 13, 1929. Serial No. 289,729. Published Nov. 19, 1929. Class 6.

267,434. Disinfectant. Bond Chemical Co., Middletown, N. Y. Filed Sept. 16, 1929. Serial No. 289,830. Published Nov. 19, 1929. Class 6.

267,441. Tooth Powder. Riggs Medicated Tooth Powder Co., Orlando, Fla. Filed Sept. 26, 1929. Serial No. 290,271. Published Nov. 26, 1929. Class 6.

267,443. Disinfectants, Bath Salts, etc. L. Bamberger & Co., Newark. Filed Sept. 27, 1929. Serial No. 290,299. Published Nov. 19, 1929. Class 6.

267,523. Insecticide. Rex Research Corp., Toledo, Ohio. Filed Sept. 4, 1929. Serial No. 289,323. Published Dec. 3, 1929. Class 6.

267,564. Shampoo. C. R. Products, Inc., New York. Filed Oct. 22, 1929. Serial No. 291,380. Published Dec. 10, 1929. Class 6.

267,569. Shampoo Flakes. Samae Shampoo Co., Portland, Me. Filed Oct. 11, 1929. Serial No. 290,959. Published Dec. 10, 1929. Class 6.

267,599. Disinfectant, Deodorizer, Germi-

cide, etc. Brighton Chemical Supply Co., Chicago. Filed Sept. 23, 1929. Serial No. 290,143. Published Dec. 3, 1929. Class 6.

267,632. Polishing and Cleaning Compounds. Park Chemical Co., Detroit. Filed Sept. 19, 1929. Serial No. 289,981. Published Dec. 10, 1929. Class 16.

267,672. Shaving Cream. Florian, Inc., Detroit. Filed Apr. 30, 1929. Serial No. 283,271. Published Dec. 3, 1929. Class 4.

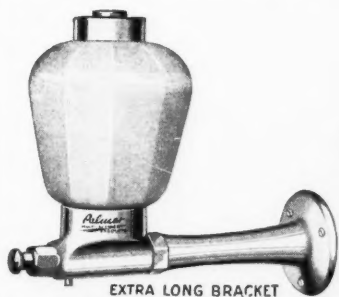
267,683. Soap. Colgate-Palmolive-Peet Co., Chicago. Filed Oct. 21, 1929. Serial No. 291,311. Published Dec. 3, 1929. Class 4.

267,698. Polish, Soaps, Shaving Sticks, Shaving Cream and Cleaners. Hoyt's Bros., Inc., Newark. Filed Oct. 9, 1929. Serial No. 290,835. Published Dec. 10, 1929. Class 4.

267,744. Soap. Independent Grocers' Alliance Distributing Co., Chicago. Filed Nov. 9, 1928. Serial No. 275,040. Published Dec. 10, 1929. Class 4.

267,770. Preparations for Laundry and Household Cleansing. Solvay Process Co., Solvay, N. Y. Filed June 22, 1929. Serial No. 285,958. Published Dec. 10, 1929. Class 4.

267,775. Soap. Golden Eagle Soap Co.,



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Palmer's
 MULTI-SERVICE
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Liquid Soap Dispensers

Guaranteed Equipment for Every Kind of Installation

**Fool-Proof — Mechanically
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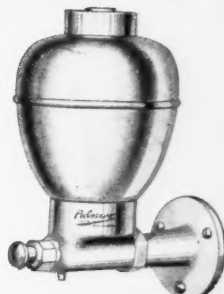
Exclusive Bowl Replacement Feature

Permits replacement of broken glass bowls without removing bracket from wall although bowls in service are just as securely attached to bracket as though cemented in.

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CRESYLIC ACID

All Grades

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Specially prepared for disinfectant manufacturers.

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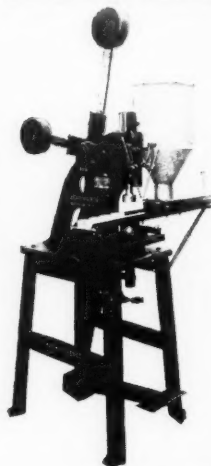
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You are always looking for ways to increase your profits. Why not act as RATIN representative in your locality? This proved rat and mice exterminator may be handled along with your regular line of sanitary products at a nice profit.

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*Machine-Made***DEODORIZING
BLOCKS***Sell Best!*

Blocks made with this press, by the new cold pressed method, sell better and cost much less to make. Save 5% of your raw material, cut labor, and make a smooth, even, deodorizing block that will please your customers much more than the old style, irregular blocks. Complete cost details and manufacturing suggestions on request.

*Let us make some sample
cakes with your own material.*

HOUCHIN - AIKEN COMPANY
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SOAP MACHINERY

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PYRETHRUM

Bulk Insecticides a Specialty—also, Concentrated Extract of Pyrethrum.

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Your problem concerns pyrethrum in any form our analytical and research laboratories are at your service.

DEPENDABLE - GUARANTEED - SERVICE

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MCCORMICK & CO., INC.**BALTIMORE, MD.**

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San Francisco. Filed Oct. 3, 1929. Serial No. 290,570. Published Dec. 10, 1929. Class 4.

267,778. Soaps. Golden Eagle Soap Co., San Francisco. Filed Sept. 30, 1929. Serial No. 290,403. Published Dec. 10, 1929. Class 4.

Red squill is relatively safer than other products, and more nearly approaches the ideal rat poison, according to Bulletin 134, recently issued by Bureau of Biological Survey, U. S. Dept. of Agriculture, under the title, *Red Squill Powders as Raticides*. It is stated that animals other than rats usually refuse to eat red squill in the concentrations used for rat baits. The difficulty of obtaining a uniformly toxic preparation of red squill has retarded its development for this purpose. The investigation reported in this bulletin was undertaken to contribute to the information needed for the production of a potent red squill preparation for the efficient destruction of rats.

Exports of liquid household insecticides from United States during December, 1929, totaled 577,905 lbs., worth \$180,432, with Argentina, the leading buyer, taking 177,474 lbs.

for \$78,916. Germany bought 69,700 lbs. for \$24,518. Exports of powdered or paste insecticides amounted to 23,833 lbs., worth \$7,740. Exports of disinfectants, deodorants, germicides, antiseptics, and similar preparations amounted to 103,153 lbs., worth \$15,479. Peru was the largest buyer, taking 20,875 lbs. for \$2,555.

United States exported 144,718 lbs. of metal and stove polishes during December, 1929, these having a value of \$21,733. Canada and China were the large buyers, each taking approximately 29,000 lbs. Shoe polishes to the amount of 162,780 lbs., worth \$46,301, were also exported, Egypt taking 34,152 lbs. for \$7,266. Exports of leather dressings and stains totaled 240,295 lbs., valued at \$40,274, the largest buyer being Canada with purchases totaling 64,055 lbs. worth \$7,568. Floor, wax, wood and furniture polish exports totaled 94,200 lbs. worth \$21,028, and automobile polish exports amounted to 83,020 lbs., worth \$20,831.

A new insecticide for use on woolen or other goods comprises an aqueous solution containing about 0.5% sodium fluoride and about 0.2% each of sodium taurocholate and sodium glycocholate. U. S. Pat. No. 1,732,240.

FLOOR WAX

LIQUID PASTE POWDER

UNDER YOUR OWN LABEL

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Send for Samples and Quotations

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Cortlandt 7670

New York, N. Y.

Factory: 611-617 Newark St., Hoboken, N. J.

PYTHREX

A Concentrated Extract of
Pyrethrum

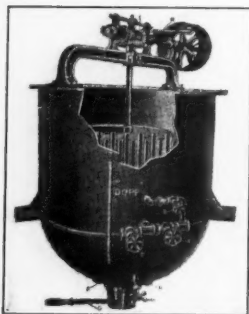
We are ready to contract to supply Fluid Extract of Pyrethrum for the 1930 season. We can also supply Liquid Fly Spray or Insecticide, as well as Moth Spray and Cattle Spray, in bulk containers.

Territories open for Brokers or Commission Men.

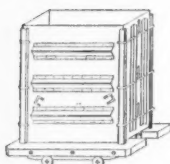
The Cino Chemical Products Co., 208-10 Main St., Cincinnati, O.

SOAP MACHINERY

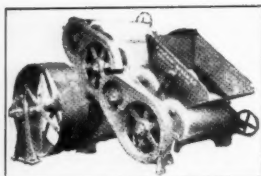
SPECIALS! USED



DOPP CRUTCHERS
Sizes from 300 pounds to 3,000 pounds. All in best condition and guaranteed



40 ALL STEEL SOAP FRAMES
One straight lot of 40, all complete, in perfect condition. Dimensions—48" long x 14½" wide x 54½" deep.



H-A SOAP MILL

This 4 - roll granite toilet soap mill is in A - 1 shape. Latest and largest size rolls.

Also makers of a new line of soap machinery. Get our complete list and prices on this new equipment!

All used machinery is sold as absolutely guaranteed in first class working condition. Everything listed here is ready for immediate shipment.

You can see **NEWMAN** equipment in actual operation at our Chicago warehouse.

Send us a list of your surplus equipment—we buy single items or complete plants!

NEWMAN TALLOW & SOAP MACHINERY CO.

1051 WEST 35TH STREET

CHICAGO

Our Forty Years of Soap Experience can help solve your Soap Problems.

DRYERS—Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.
Three Proctor & Schwartz Soap Chip Dryers, with five Chilling Rolls.
Devine Double Drum Vacuum Dryer.
Proctor & Schwartz Bar Soap Dryers.
Condon & Huber Soap Chip Dryers.

SOAP CRUTCHERS—Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

SOAP PRESSES—Jones Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.

Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.

GRINDERS & MIXERS—Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.
Schultz O'Neill Mills.

SOAP CUTTING TABLES—Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.

Wooden Tables with and without self-spreader attachments.

SOAP SLABBERS—Houchin-Aiken, Curtis-Davis Dopp & Newman's Hand and Power Slabbers.

TOILET SOAP MILLS—2, 3, 4, 5 and 6-roll Granite Soap Mills.

Houchin-Aiken 4 and 5 roll Steel Mills.
Buhler 3, 4, 5, roll Steel Mills.

PLODDERS—Houchin-Aiken, Rutschman & Albright-Neil 6", 8" and 10" Plodders.

SOAP POWDER MACHINERY—Blanchard No. 10-A and No. 14 Soap Powder Mills.

Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.

Sedberry Crusher, Grinder & Pulverizer.
A-N 5x7 Crystallizing Rolls.

FILTER PRESSES—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and 36".

International and Monopod Filters.

VARIOUS OTHER ITEMS—Wm. Garrigue Glycerine Evaporators.

Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., 1500 lb., and 1800 lb. cap.

Automatic Soap Wrapping Machines.
Steel, Copper and Aluminum Kettles.

Soap Remelters, Tube Fillers.
Filling and Weighing Machines.

Pneumatic Scale Corp. Can Filling Machine for cleansers etc.

Brass Soap Dies for foot and ant. Presses.
Soap Chippers, Scales, Motors, Amalgamators.

Soap Racks, Bottle Filling and Capping Machines. Talcum Can Crimpers, etc.

Say you saw it in SOAP!

Export Sales—Man experienced in manufacture and sale of disinfectants, insecticides, etc., desires agency to sell these materials in Guatemala. American with thorough knowledge of the business. Communicate with details to Box 470, care *Soap*.

Soap Maker—Man with 15 years' experience in all types of practical soap manufacture desires position with reliable house. Will go to any section or out of country if necessary. Address Box 467, care *Soap*.

Soap Maker—A conscientious and dependable soap maker or superintendent with well grounded and thorough experience in manufacturing all grades of toilet, laundry, industrial and diverse special soaps and soap products, shampoos, disinfectants, sprays, etc., desires a steady position with progressive house. Address Box 473, care *Soap*.

Chemical Engineer—Graduate, some experience, wants job; willing to start at bottom. Address Box 472, care *Soap*.

Formulas for Polishes, Cleaning Compounds, Hand Pastes, Liquid Soaps, Washing Compounds and Tablets, Automobile Specialties, Insecticides, Flavors, Toilet Preparations, etc. Catalog and circulars free. H. Thaxly Co., Washington, D. C.

Foreman—Man wanted for toilet soap department of large Eastern Canada soap factory. Only those with previous experience need apply. Give full particulars and salary expected. Address Box 464, care *Soap*.

Cheap for Quick Sale. Anderson Expeller. Address Box 476, care *Soap*.

Botica Boie, Philippine American Drug Co., situated in Manila, celebrated its centennial by publishing a 100-page booklet in English and Spanish giving information about the past history of the company. The company dates its existence from 1830, the year in which the Philippines were thrown open to foreign commerce. Friedrich Steck, one of the early owners of the company, started the distillation of ilang-ilang oil on a commercial basis, and this ilang-ilang oil "Pablo Sartorius," won gold medals at the Madrid exposition in 1887, and at the St. Louis exposition in 1904.

Say you saw it in SOAP!

USED MACHINERY

COMPLETELY GUARANTEED

REBUILT

PARTIAL LISTINGS

- 1—Proctor and Schwartz Soap Chip Dryer, with 5-roll mill.
- 1—H. A. Soap Cutter, motor driven.
- 6—Vertical Crutchers, 3600, 3000, 1500, 1200, 600 lb. capacity, Dopp, Houchin-Aiken, Doll.
- 1—H. A. 5-roll Steel Soap Mill, 14" x 36".
- 2—H. A. Granite 3-roll Mills, 12" x 24".
- 1—H. A. Jumbo Plodder, 8", with motor.
- 1—Rutchman twin screw Plodder, 6".
- 2—Jones A Automatic Soap Presses.
- 1—Ralston Automatic Soap Press.
- 1—Hercules Foot Press.
- 20—Filter Presses, 12" x 12" to 36" x 36".
- 5—Soap Chippers, 18", 22", 24", and 30".
- 1—Blanchard 10-A Mill, belt.
- 1—Huber hand operated Slabber, 1200 lb.
- 200—Soap Frames, 1500 lb., 1200 lb.
- 3—World and Ermold Labelers, motor.

DOPP KETTLES !!

52 JACKETED AGITATED JUST RECEIVED
50, 80, 150, 200 gallons, with ribbon, bridge and double motion agitators. Send for complete list.

MISCELLANEOUS — Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

Send us Your Inquiries

CONSOLIDATED

PRODUCTS COMPANY, Inc.
15-21 Park Row, N. Y. C. Barclay 0600

VISIT OUR SHOPS AND YARDS AT 335 DOREMUS AVE.,
NEWARK, N. J.

Where to buy

RAW MATERIALS and EQUIPMENT

for Soap and Disinfectant Manufacture

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in *SOAP*."

ADHESIVES

Grasselli Chemical Co.
Mechling Bros. Chemical Co.
National Adhesives Corp.
Philadelphia Quartz Co.
Standard Silicate Co.

ALKALIES

Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Michigan Alkali Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

BAGS

Bemis Bros. Bag Co.

BULK AND PRIVATE BRAND PRODUCTS

American Tar Products Co.
Bacterol Products Corp.
Baird & McGuire, Inc.
Brooks Oil Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Eagle Soap Corp.
Goulard & Olena
Harley Soap Co.
Holman Soap Co.
Koppers Products Co.
Kranich Soap Co.
Leeno Products Co.
Palmer Co.
John Powell & Co.
Ratin Laboratory
Geo. A. Schmidt & Co.
M. Schneider & Sons
A. Srebnren & Co.
Stevens Soap Corp.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.
Allen B. Wrisley Co.

CANS

American Can Co.
Continental Can Co.
Metal Package Corp.
William Vogel & Bro.

CHEMICALS

American Cyanamid Co.
Diamond Alkali Co.
Dow Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Mechling Bros. Chemical Co.
Merck & Co.
Michigan Alkali Co.
Monsanto Chemical Works

Newport Chemical Works

Niagara Alkali Co.
Parsons & Petit
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid Oil, etc.)
American Cyanamid Co.
American Tar Products Co.
Baird & McGuire, Inc.
Barrett Co.
Dominion Tar & Chem. Co.
Wm. E. Jordan & Bro.
Koppers Products Co.
Monsanto Chemical Works
White Tar Co.

DECOLORIZING PRODUCTS

Allied Active Carbon Co.
Buffalo Electro Chemical Co.
Darco Sales Corp.
Industrial Chemical Co.

DEODORIZING BLOCK HOLDERS

Eagle Soap Corp.
Palmer Co.
U. S. Sanitary Specialties Corp.
William Vogel & Bro.

EQUIPMENT, MISCELLANEOUS

Alsop Engineering Co. (storage tanks)
Brownell Co. (Stokers)
Uni-Hygea Automatic Disinfecter Co.
(Toilet appliance)
Vol-U-Meter Co. (Bbl. Cleaning Equip.)
White Mop Wringer Co. (Wringers, pails, etc.)

MACHINERY, LIQUID HANDLING

Alsop Engineering Co.
Mixing Equipment Co.
Vol-U-Meter Co.

MACHINERY, PACKAGING

Battle Creek Wrapping Mach. Co.
Johnson Automatic Sealer Co.
Package Machinery Co.
Stokes & Smith Co.

MACHINERY, PROCESS

Chemical Equipment Co.
William Garrigue & Co.
Houchin-Aiken Co.
J. M. Lehmann Co., Inc.
Patterson Foundry & Machine Co.
Proctor & Schwarz, Inc.
Robinson, Butler Hemingway & Co.
C. G. Sargent's Sons Corp.
Sowers Mfg. Co.
Wurster & Sanger, Inc.

(Continued on Page 150)

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